

Sir Keith Joseph denies bid for Tory leadership as critics mount attack

Keith Joseph denied yesterday that his major speech in Birmingham on Saturday had been intended as a bid for the leadership of the Conservative Party. Such speculation was dismissed, he said.

among "socio-economic classes four and five" have sparked a tinderbox of reaction, most of it hostile. He admitted yesterday that he had been naive and should have devoted a separate speech to the subject; he had said nothing new, however, he claimed.

The speech, which called for the "remoralization" of Britain, has been widely interpreted, however, as an attempt to swing the party to the right (Our Political Correspondent writes). It has been praised by several backbench Tory MPs.

Speech seen as attempt to swing party to right

George Clark Political Correspondent



Sir Keith Joseph outside his home in Milberry Walk, Chelsea, yesterday.

prised by the reaction to his major speech at Birmingham on Saturday, Sir Keith Joseph, shadow Home Secretary, denied that it was in any way intended as an attempt to gain support for a bid for the leadership of the Conservative Party. Mr Joseph said that he was amazed the speech should have been taken in that light, but he admitted that it had some social problems which he had been talking about for some time. He said that he was not in his view, which he said he would respect, but that the speech was well-received by many Conservatives as a challenge to the party to bring about a re-orientation of its philosophy. It is the major declaration from Sir Keith since he left the party's political approach to society and economics.

child neglect and cruelty and less responsibility, the biggest task we face is to reorganize the case for higher standards of responsibility in family life," he said. The section which has caused most controversy was about the population trend: "The balance of our population, our human stock, is threatened. A recent article in *Poverty*, published by the Child Poverty Action Group, showed that a high and rising proportion of children are being born to mothers not fitted to bring children into the world and bring them up. They are born in mothers who were first pregnant in adolescence, in socio-economic classes four and five. Many of these girls are unmarried, many are deserted or divorced, or soon will be. Some are of low intelligence, most of them of low educational attainment. They are unlikely to be able to give children the stable emotional background, the consistent combination of love and firmness which are more important than riches. They are producing problem children, the future unmarried mothers, delinquents, delinquents, subnormal educational establishments, prisons and hostels for drifters. If nothing was done, Sir Keith said, the nation would move towards degeneration, however much resources were poured into preventative work and the overburdened educational system.

Government insisted that although family planning advice should be free the appliances should be subject to prescription charges. As Mr John Cronin, Labour MP for Loughborough, pointed out in a letter to *The Times* last night, 10 Conservatives voted against the Government and 54 more signed a motion calling on the Government to allow a completely free service. But the prescription charge stayed, even after the Bishop of Bath and Wells had called attention to the need for the service among those aged under 16. When Labour came to power, Mrs Castle announced that the service would be free and available to all women and girls regardless of age or marital status. Some Labour backbenchers said yesterday that if Sir Keith felt so deeply about the need to give family planning services to young, unmarried girls and the poor, he should have fought for one to be provided, and could have resigned from the Government to call attention to the matter. Mrs Castle is expected to make a major speech in reply to certain parts of Sir Keith's speech.

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Birth control remarks naive, Sir Keith admits

John Synon

control aspect, and I think this is what I shall have to do on a future occasion. I made a mistake, and the main theme of my speech on permissiveness and the need to remoralize has been rather drowned by the reactions to the birth control comment.

I had said something new. It is not as though I am saying that birth control should be compulsory or anything like that."

to office he had advocated domiciliary family planning, by which a health visitor offers advice and aid to households considered to be at risk. He thought that that had been very effective.

Investment bank to aid companies needs at least £1,000m 'as a starter', Mr Lever says

George Clark Political Correspondent

Mr Lever, Chancellor of the Duchy of Lancaster and special adviser to the Cabinet on financial affairs, said yesterday that not less than £1,000m should be available "as a starter" for the proposed investment bank which would come to the rescue of firms unable to get medium and long-term fixed interest finance.

But, unlike the societies, they had a wide variety of functions and were not really organized to do this; they would become confused over their own liquidity ratios and the goals for doing the two kinds of business.

When I asked him whether there would be any strings attached, he replied: "It would be broadly directed to capital projects and ancillary finance. If people wanted to start a factory, they could go to the bank and could get 15-year money instead of the present choice of either not going ahead with the project or doing it on short-term credits."

Pre-election claim for 107pc may be revived

By Paul Routledge Labour Editor

The TUC's social contract with the Government may come under pressure today from a group of workers whose leaders adopted a moderate stand on wages before the election.

The unions and employers will hold separate meetings this morning and a joint discussion in the afternoon. The employers, who were told three weeks ago that the unions were willing to put off any substantial raising of basic rates until next June, now fear that union leaders will give way to a compromise rate and file a claim for £1.50 an hour for craftsmen and £1.40 for labourers, and a 35-hour week.

The employers were expecting no more than a demand for an arrangement to limit the industry's threshold machinery, which compensates workers for large rises in the cost of living. Intensive activity developed on the union side last week, however, with arguments being raised by the two main unions that the claim might be accommodated within the social contract even though TUC leaders said it could not be.

Mr Wilson acts to aid thalidomide children

By David Leigh

The Prime Minister is to have urgent consultations with Mr Healey, Chancellor of the Exchequer, to try to solve the income tax difficulties of thalidomide children, which caused much outcry over the weekend.

Mr Wilson is anxious to find some way of getting the children the full benefit of their compensation money. The option seems to be to change the tax law relating to charitable trusts or, what is more likely, to find a device under the law as it stands to avoid the compensation being treated as income taxable at investment income rates.

Mr Ashley, Labour MP for Stoke-on-Trent, South, who has played a leading part in campaigning for better compensation for thalidomide children, is also to press Mr Healey for emergency legislation to exempt the 400 children from paying income tax on their awards.

Concorde flights to S Africa ruled out

By Arthur Reed Air Correspondent

British Airways will not be operating services to South Africa with the Concorde super-jet as originally planned, because it is unable to obtain landing rights at Lagos, Nigeria.

But the airline denied yesterday that this would mean that it was accepting five Concorde flights in 1976 on the route across the North Atlantic to New York.

The route from London to South Africa would have been ideal for the airliner because much of the traffic comprises businessmen prepared to pay first-class fares.

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In percentage terms, the result was 34 per cent in favour and 66 per cent against. The biggest rejection of the proposal was in Geneva (76 per cent), not surprisingly in view of the city's international character and longstanding association with United Nations agencies and humanitarian causes.

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By Corina I Editor

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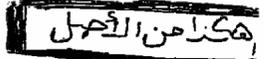
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HOME NEWS

Joseph view of birth control provokes angry denunciations

Christopher Walker
Reactions to Sir Keith's Birmingham speech on Sunday ranged from a title and bitter denunciation to a statement by Mrs Mary Whitehouse, the anti-pornography campaigner, that it was a success for rejoicing.
Mr Frank Field, director of Child Poverty Action Group, said statistics were used by Sir Keith as part of his argument for birth control, said the dow Home Secretary had only misrepresented so much in the group's journal, wrote, and an official comment should be made about it.
Mr Field said: "In his speech Sir Keith implies that article claimed that the poor are the least fitted to be parents. This is absolutely not true and not a judgment that we should be making about the poor. The speech is very disturbing in that it implies to cast the poor as the ones who are undermining the nation. For a nation which has usually fought against such a view, it is worrying that any attempt should be made to flog egos."



Mr Frank Field: "The speech is deeply disturbing."

"How has he the audacity to say: 'I want to be your leader because I have been fortunate enough to get an education you didn't get, because I have special qualifications and because I have been lucky enough, and therefore my wife can have kids and no one else?' It is a debauchery of the political system we have in Britain that people like that can come forward with ideas like that.
Mr Jack Jones, leader of the Transport and General Workers' Union, described the speech as hypocritical. "Sir Keith Joseph pontificates about improving moral standards but you need to spread social justice, better housing, and employment opportunities as a basis for basic improvement and on that Sir Keith, and the government he is associated with, stand absolutely condemned," he said.
Mr Tom Jackson, general secretary of the Union of Post Office Workers, said: "There are two things I am not clear about in this speech. The first is whether he is going to employ veterinary surgeons to blow the contraceptive pill down the throats of the deserving poor; and how soon he is going to introduce thought police. He has quoted Orwell and this speech is like 1984."

Sir Keith calls for 'remoralization' and reassertion of civilized values

The following is the text issued by Conservative Central Office of the speech made in Birmingham on Saturday by Sir Keith Joseph, shadow Home Secretary:
In the wartime army, they used to tell the story, apocryphal I am sure, about the regular army officer at the end of the First World War saying "thank goodness, now the war is over we can get back to real soldiering".
In the same way, some of us will be tempted to say, "now the election is over, we can get back to real politics, Tory politics".
Perhaps I should explain. I mean "politics" instead of an exclusive diet of economics, and I mean Tory politics, all the things we Tories stand for and have stood for long before socialists came on the scene. Yes, we have to get economics back into government, as one aspect of politics is important but never really the main thing. This may be unpalatable to some, but it is undeniable, because it is the current intellectual fashions which have wrought so much havoc in this country.
During the election, discussion focused almost exclusively on economics; and we lost the election. We were three faces connected by a dot. The voter has faced three parties all of whom claimed that they had the secret of fighting inflation, of achieving economic growth, of keeping down prices and providing benefits. This was the classic auction in which labour was bound to outbid us, because they are quite unimpaired in grossing the earth.
Over the years, this auction has raised expectations which cannot be satisfied, generated grievances and disappointments. For bringing wellbeing, the "economic first" approach has aggravated unhappiness and social conflict, as well as over-straining the whole economic system to the point where it is beginning to seize up.
Would it not be better to approach the public, who know that the economy is not everything, as whole men rather than economic men? Should we not deal with matters which concern the nation: respect for the individual, the welfare of young people, the state of family life, the moral welfare of all the people, cultural values, self-discipline or its lack, national defence, and the national flag? These are at the centre of the public's concern.
The economic situation is not an independent variable. It reflects the state of political life, the degree to which people are aware of realities, and the climate of opinion. You will only have a healthy economy in a sound body politic.
In the same way, our Tory approach to economics as a party, as a tradition, reflects our total approach to life and society. Our approach emphasizes liberties, decentralized power, individual responsibility and interdependence. It differs substantially from that of socialists, who are talking about people who happen to vote socialist, but the active socialist members and the socialist intellectuals, who have shaped current fashions regarding the economy, education, the arts, social welfare, the family.
And the opposite of socialist is not capitalism, but wider than any class. It grew up in the first place out of concern for liberties, traditions and morals, and evolved a good deal in the past three centuries yet it has retained its essential character; its area of concern is the whole of public life, not just the economic.
When we oppose nationalization, we are not just talking about the treatment of every man, woman and child.
When we oppose nationalization

and increased state control over economic life—or at least I hope we oppose them—we do not take this stand out of concern for the interests of a class of owners (and ownership is increasingly widespread) but because excessive state control and ownership limits the liberties of all citizens as well as leading to impoverishment.
When we oppose the imposition of a uniform state monopoly over education, it is not for the sake of privilege but, on the contrary, in order that the area of choice be widened and made available to more citizens, that the talented children of the poor may have the best education in the employment best suited to them. We are opposed to using children as guinea pigs for spare parts for social engineers.
When we are opposed to any policy that denies to parents the right to choose the content of their children's education if they so choose.
Our view of ourselves as a national party has always been based on what the nation has in common, notwithstanding the many distinctions between its members. We would like to do so. We do not believe that national unity implies homogeneity.
The aspect of the Tory approach which I wish to discuss here tonight relates to the family and to the best use of their talents or health, our nation can be utterly ruined, whatever economic policies we might try to follow. For economic progress, as shaped by values, by the attitude towards work, thrift, ethics, public spirit.
I do not see the interpretation of Rousseau's concept of the noble savage that teaches that man, left to himself, is innocent and pure. It is a fallacy, and so widely held view that men and women are born with a capacity for good and evil, to make the best use of their talents or to waste them; and that upon our early upbringing—the standards and the self-discipline to which we are brought in school and then at home—much of our whole future depends.
It is not just the school and evil, such stress on self-discipline and no standards have been out of favour since the war with the new emphasis on the individual. We have transferred the permissive society and at the same time the collectivized society. At first sight this paradox is not inexplicable. Why should people who believe in strict state control over economic life, who disavow private enterprise, who favour education, private pension schemes, private medicine, so strongly favour what they call permissiveness in social life? How can those who claim to oppose the exploitation of man by man and what they call commercialism should favour the commercial exploitation of man by man?
Or why, you may ask, should those of us who favour private property and free enterprise in economic spheres show concern or what our new establishment would call the "liberation from outworn conventions" in social matters?
There is no inconsistency; it all fits into an underlying pattern. The socialist method would take away from the family and its members the responsibilities which give it cohesion. Parents are being divested of their duty to provide for their family economically, of their responsibility for education, health, upbringing, morality, advice and guidance, of saving for old age, for housing. When you take responsibility away from a family, you make them responsible. Hand in hand with this you break down traditional morals, the framework of behaviour, concepts of right and wrong. It is easier

to subvert the social framework and replace it by their new moonlit edifice.
Look at the results of this new Utopia. We were taught that crime, violence, wife-beating, child-beating were the result of poverty; abolish poverty, and they would disappear. Well, we may have been naive to believe it since, when you look back, some of man's most sublime moral achievements took place against the background of great economic stringency. But at least we acted in good faith.
By now, we are in a position to test all these fine theories in the light of experience. Has any one of them stood the test?
Patriotism, national pride have been denigrated... but no one can love mankind if he does not love his own countrymen.
Real incomes per head have risen beyond what anyone dreamed of a generation back; so have our great Tory reformers. Robert Truacy, so also have delinquency, truancy, vandalism, bohemianism, illiteracy, decline in educational standards. Some secondary schools in our cities are dominated by gangs operating extortion rackets against small children. Teenage pregnancy is rising; so are drunkenness, sexual offences and crimes of sadism. For the first time in a century and a half, since the great Tory reformer, Robert Peel set up the Metropolitan Police, areas of our cities are becoming unsafe for peaceful citizens by night, and even some by day.
The decline is spreading. We know that some universities have been constrained to lower their standards for entrants from comprehensive, discriminating against the more talented because they come from grammar or independent schools. We see how the demand for absolute equality turns into the new inequality.
In the universities, which should be sanctuaries for the pursuit of truth, the bully-boys of the left have been giving us a foretaste of what left-wing dictatorship would endeavour to achieve, actively cheered on by the cowardly of some members of the university staff, cackles in our democratic West, and by the gullibility of others, by the apathy of many and, I must add, by moral cowardice in public life.
And since these universities are financed mainly by the taxpayer, only a minority of whom will have had access to them, it is the right of the public to pass judgment on how its money is spent. Whatever we may have thought 15 years or so back, it is our right and duty to question, in the light of experience, the rapid expansion of the universities, and the belief that by increasing the number of undergraduates we necessarily multiply the benefit either to the young people concerned or to the nation.
I remain a passionate advocate of education; but blind partisanship is the worst enemy of a cause, if equality in education is sought at the expense of quality, how can the poisonous created help but filter down?
When young people are taken away from their home milieu, in late adolescence, crowded to shelter in age groups, with diminished parental and, indeed, adult influence, and without the

Support for speech from backbench Tory MPs

Mr Rees, Secretary of State for Northern Ireland, said yesterday that Sir Keith did not understand the ordinary people of today. Mr Rees, speaking as a fellow Leeds MP of Sir Keith, said at Whitley Bay:
"Obviously does not understand our people and how we live, and for his views are popular in the early nineteenth century, when they used to say that the poor were different from the rich and should be put in workhouses, one for women and one for men so that they would not breed."
Mrs Castle, Sir Keith's successor as Secretary of State for Social Services, said she was not prepared to comment on the speech, at least until she had seen the whole text.
Mr William Price, Parliamentary Secretary to the Privy Council Office, accused Sir Keith of "trying to ride to the top of the Conservative Party on the backs of the poor, the unemployed, the low intelligent and unemployed".
He added: "This was the most despicable speech since Enoch Powell and his 'rivers of

social disciplines which the need to earn a living impose, is it surprising that their late-adolescent rebelliousness should feed on itself, and seek ideological rationalization? Left-wing ideology is so convenient for this purpose: it requires little knowledge and less analytical thought, just a compendium of all-purpose phraseology.
No doubt many will grow out of it when they leave for the world, but not all. Some will carry on an extended adolescence as teachers in schools and in polytechnics and in universities, helped by the like-minded, where they will cooperate with the left-wing gangs.
But worse still is the effect of these winds of change in the schools, particularly in poorer districts among less fitted children, and in social work. Some abuse their power and authority to urge or condone anti-social behaviour either on political grounds—against an "unjust society", against "authority"—or as liberation from the traditional of the outmoded family. But what has been the result? Drugs, drunkenness, teenage pregnancies, would not bear their fellow English names, but now called by new names, but basically vagrancy. None of these phenomena is at all modern, or liberated, or they are the very essence of freedom, which begins with self-discipline.
The facile rhetoric of absolute liberty has become a cover for irresponsibility; instant social protest an excuse for anti-social behaviour.
The old virtues of patriotism and national pride have been denigrated in the name of internationalism, love of all our fellow men. But no one can love mankind if he does not love his own countrymen.
It was the radical socialist writer and journalist, the late George Orwell, who described the left-wing forces that think them the fighting back on issues which will decide the nation's future far more than economic, however important it remains. And I welcome the opportunity to express my admiration for another brave woman on her by her enemies. She has mobilized and given fresh heart to many who see where this current fashion is leading. Her book, Who Does She Think She Is? took its title from the outraged cry of an acolyte of the new hierarchy, who asked how an unknown woman dare speak against the BBC, the educators and false shegders.
We too can take courage from her, and dedicate ourselves to fighting back on issues which will decide the nation's future far more than economic, however important it remains. And I welcome the opportunity to express my admiration for another brave woman on her by her enemies. She has mobilized and given fresh heart to many who see where this current fashion is leading. Her book, Who Does She Think She Is? took its title from the outraged cry of an acolyte of the new hierarchy, who asked how an unknown woman dare speak against the BBC, the educators and false shegders.
What are we to do? We are to place it all in the lap of the government, the police, the courts? No, not at all.
Clementine, who entered politics as a field for moral endeavour, and never forgot the supremacy of the moral over the expedient, standards and aspirations which made England admired the world over.
It is just because their message is so self-disciplined is out of date and that they cannot be expected to help themselves, that they want the state to do more. That is why they believe in state ownership and control of economic life, education, health. Their wish to end parental choice in where to educate their children shall be educated, in spending their money on better education and health for their children instead of on a new car, leisure, pleasure, is all part of the attempt to diminish self and self-discipline and real freedoms in favour of the state, ruled by socialist—the new class, as a distinguished communist leader called them.
Of course I shall be misrepresented, but let me ward off what misunderstanding I can. I am not saying that we should not help the poor, far from it. But the only real lasting help we can give to the poor is helping them to help themselves; to do the opposite, to create more dependence, is to destroy them morally while throwing a band-aid over on society.
The ancient rulers of Rome thought they had bit on a fool-proof method of achieving a permanent cure on their patrician rivals, which they created a dependent proletariat relying on them for bread and circuses; but in the end it destroyed the political stability of Rome, and so Rome itself fell, destroyed from inside.
Are we to be destroyed from inside, too, a country which successfully repelled and destroyed

'Naive mistake' to include birth control comments

Continued from page 1
one which we do not fully understand, but I did come to the conclusion that there was a cycle process at work, and children who do not get any guidance on how to behave from their parents suffer from emotional starvation which can continue from generation to generation. I believe passionately that children must have the stability and continuity provided by love, care and firmness."
Sir Keith laughed off a suggestion that perhaps the content and timing of his speech represented a bid for the leadership of the Conservative Party. "Of course it was not," he said. "It would, anyway, be a very clumsy way to go about it, don't you think?"
He had made a call for the Conservative Party to argue against the permissive society and to make its voice heard. It should not necessarily take the lead but it should become the main arguer against the way society was going.
Sir Keith said in the past that those who disagree have not spoken up, perhaps because they have been too frightened of being

SOMEONE NEEDS YOU...

is about a few of the old people who endure loneliness and terrible housing conditions. Your helping hand could change life for one of them.
ie: 76, acutely lonely and nervous. House is often locked up by landlord, leaving her alone.
thy: 84, lives in appalling conditions: Outside toilet, house very dilapidated. Active but depressed.
ra: Has to sleep, cook and eat in a room only 9ft x 12ft, to share a toilet with many other tenants. Recently had an operation (at 72) and finds conditions very difficult.
rge: Homeless, and only able to find temporary accommodation.
sy: 82, living on sufferance, in return for housework she is now too old to do.
y: An active 80, hates the prospect of being a "vegetable" in a geriatric centre.
p us in provide more flats where old people find ndship, help and active independence. Also a few al workers who have devoted their lives to others retire within their means.
e Day Centres, too, are needed to help lonely old ple. Every £3 you give provides £60-worth of sing, thanks to loans. £150 names a flat in memory omeone dear to you.
ry day matters to old people in need. Please send r goodwill gift quickly to:
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Pan Am advertisement featuring a large image of a Pan Am 747 aircraft in flight. Text includes: 'You've guessed—Pan Am. Nine cities direct from London alone. Atlanta, Boston, Detroit, Los Angeles, New York, Philadelphia, San Francisco, Seattle and Washington. Every flight with personal eight track music and Pan Am's theatre in the air. Every flight with a choice of 3 entrees in Economy, and a bookable First Class dining room upstairs. The best any other airline can offer is seven direct flights by 747 from London, and only with Pan Am do you get the service and hospitality you'd expect from the world's most experienced airline. You'll get a lot more flying with Pan Am to the USA than anyone else.' At the bottom, the Pan Am logo and the slogan 'The world's most experienced airline'.

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HOME NEWS

Big advance towards widespread use of battery-driven cars

By Michael Bailey Transport Correspondent Battery-driven buses, vans, cars and even trains are expected to be operating in Britain in large numbers within 10 years...

as too small to take the size and weight of the lead-acid battery. Fleets of pollution-free mini-cars in cities could become highly attractive with small, lightweight batteries...

Talks today on holdup of letters in London

By Raymond Perman Labour Staff Talks are to begin today between the Post Office and the Union of Post Office Workers...

WEST EUROPE AND OVERSEAS

Communists hold first legal congress in Portugal since 1923

From Jose Sbercliff Lisbon, Oct 20 More than 4,000 people crowded Lisbon's Sports Palace today for the opening of the first legal Communist Party congress in Portugal since 1923...

the previous President. It was the people who had kept fascist reactions at bay, he said. They had erected barricades on the highways leading to the city to prevent armed demonstrators entering to create trouble...



The Duke of Edinburgh, who is visiting Canada and the United States, went backstage in New York on Saturday to meet Carol Channing after her performance in "Lorelei".

Candidates battle against apathy in Vermont's autumnal glory

From Peter Strafford Barre, Vermont, Oct 20 Vermont has not elected a Democrat to the United States Senate since the Civil War over 100 years ago...

This is the first of a series of reports from our correspondents in America on the November mid-term elections...

Both Mr Mallory and Mr Leahy have been making big efforts to break through this apathy and pick up votes. Mr Mallory is presenting himself as an honest and experienced man...

Firework safety group predicts shop sales ban

The sale of fireworks in shops would be banned within the next 12 months, Mr Noel Tobin, director of the National Campaign for Firework Reform, predicted yesterday...

Aids for disabled may be wasted, invalid says

By John Roper Medical Reporter If disabled people are not properly and professionally assessed aids provided for them may be useless or even harmful...

Description of cruiser changed by Navy

By Our Defence Correspondent The Royal Navy has changed the description of HMS Invincible, which is now being built at Barrow-in-Furness...

Socialist request weakens Fanfani prospects

From Peter Nichols Rome, Oct 20 Senator Amintore Fanfani's chance of forming a government looked slimmer this week than at any time since he reluctantly agreed to make the attempt a week ago...

Police seize 'lost' sculpture by Michelangelo

Chiasso, Oct 20—Police have seized a Michelangelo sculpture, believed worth more than 4m Swiss francs (about £570,000), which was deposited in a bank here after disappearing from an Italian museum...

Mr Ford prepared to release any Nixon tapes

From Our Own Correspondent Washington, Oct 20 President Ford now says he would be delighted to make public any taped conversations he had with former President Nixon...

Grain deal gives a boost to trade with Russia

From Frank Vogl US Economics Correspondent Washington, Oct 20 A thaw is developing in Soviet-American trade relations, with the announcement in Washington of the sale of 2,200,000 tons of grain to the Soviet Union...

the United States of most favoured nation trade status to Russia and the making available of soft Export-Import Bank credits for Soviet-American business ventures...

Oxfam doesn't like giving food to the hungry

We'd sooner help them grow it. For example, seven years of drought on the southern edge of the Sahara have destroyed the way of life of the Tuareg herdsmen, forcing thousands into the towns to queue for relief food...

ANC reaffirms confidence in leadership

From Our Correspondent Salisbury, Oct 20 Bishop Abel Muzorewa was reaffirmed today as leader of the African National Council (ANC) in Salisbury...

Police seize 'lost' sculpture by Michelangelo

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Sugar price in balance at EEC talks

From Roger Berthoud Brussels, Oct 20 Future shop prices of sugar, pork, chicken and eggs may be affected by a one-day meeting of European Community ministers of agriculture in Luxembourg tomorrow...

Four saved from sinking vessel

Newhaven lifeboatmen rescued four men from a fishing vessel off Seaford Head last night. The vessel, the Jean E, broke down on passage from Ramsgate to Fleetwood and sank minutes after the rescue...

Jaworski hint of election fund prosecutions

From Our Own Correspondent Washington, Oct 20 Mr Leon Jaworski, the outgoing special Watergate prosecutor, today discreetly foreshadowed prosecution of "recipients" of illegal election campaign contributions...

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A donation form for Oxfam, including fields for name, address, and amount, with a note that the form is an instruction to the bank.

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2 die in roof collapse

David Anthony Wright, aged 15, of Dodd Street, Hillsborough, and Stephen Mason, also 15, of Manor Oaks Road, Wybourne Estate, died yesterday when a concrete roof collapsed on them in an outbuilding in Sheffield...



VERSEAS

Mr Rockefeller gives details of is £10m personal donations on which tax exemption was claimed

Fred Emory Nelson, Oct 20. Mr Rockefeller has given up his weekend admission that he owes more than £400,000 in reassessed taxes for the past five years with publication of his annual donations to institutions and charities over the past year.

interest in anything that I've done or that's come out of me insisted yesterday in New York. President Ford, on the stump in South Carolina, professed he still has complete faith in Governor Rockefeller's integrity.

years and independent tax experts are expressing surprise that the Rockefeller accountants could make such a slip. Mr Rockefeller did not offer an explanation why his gift taxes were increased in the reassessment. It is speculated that this turns on the controversial \$550,000 he gave to Dr William Roman, chairman of the New York and New Jersey Port Authority.

Anti-Thieu rallies spread in Vietnam

Saigon, Oct 20.—Anti-Government rallies spread in South Vietnam's cities today. In Saigon a jeep was overturned and set on fire when plainclothes police in loud-speakers vans tried to drown speeches calling for the removal of President Thieu.

Putting 50 years on stage in perspective



Photograph by Bryan Wharton

This week, to mark his half-century on the stage, Rex Harrison publishes his autobiography, called simply Rex (Macmillan, £3.50) it is, like the man himself, crisp, elegant and a little chilly. It traces, without ever fully explaining, one of the most remarkable careers of all contemporary British actors; remarkable because it was built, and is still running on, foundations of charm and style which were laid down by Hawtrey and du Maurier before the First World War and of which Harrison is unquestionably the last surviving star exponent.

of applause and because he could think of nothing else he could possibly do with his life. At the Liverpool Playhouse, on May 30, 1924, he started to work on a career which has been a perpetual con-juring trick from that day to this. For although born into the age of the gentleman actors, the clubmen who followed Hawtrey and du Maurier into the West End and Aubrey Smith and Nigel Bruce into Hollywood, he was not a natural charmer. Instead he was a hard-working, deeply painstaking man who dedicated an intense amount of effort to the business of making his acting look effortless.

no longer painful ones—I wouldn't have missed a moment of the life we shared and that's why I've described it all in the book. Other people now find it more painful to read than I do. The other sequence of the book which might have been expected to bring back painful memories is the one involving Carole Landis, an actress and close friend of Harrison's who killed herself while they were both in Hollywood in 1948.

ath sentence killer of President's wife

ul, Oct 20.—Mun Se, convicted of fatally killing the wife of President Chung Hoo and a teenage girl while attempting to be President himself, was hanged today by hanging.

Chile confused over prisoner exchange

From Our Correspondent Santiago, Oct 20. A senior official of the Chilean Foreign Ministry confirmed to me today that "in spite of denials from Moscow that the Russians would accept the exchange of political prisoners requested by General Pinochet on September 11, we believe that the Soviet Union will agree, and that the exchange could be arranged this week."

Almeyda, the Under-Secretary of Home Affairs, Señor Daniel Vergara, the Dean of the Technical University, Señor Enrique Kirger and the Radical Party Senators Anselmo Sule and Carlos Morales.

Claudio Collados. Asked about his trip, he said it was "a mere coincidence" and refused to say more. News agencies and diplomats to Santiago are sceptical about reports in Chilean newspapers that Russia has agreed to an exchange.

ar of confrontation over ick student protest

Michael Knipe African police are ed to take tough action eek unless black univer- students call off their y-old protest demonstra- x the University of the n northern Rhodesia.

A tree named Charlie will recall the Prince's visit

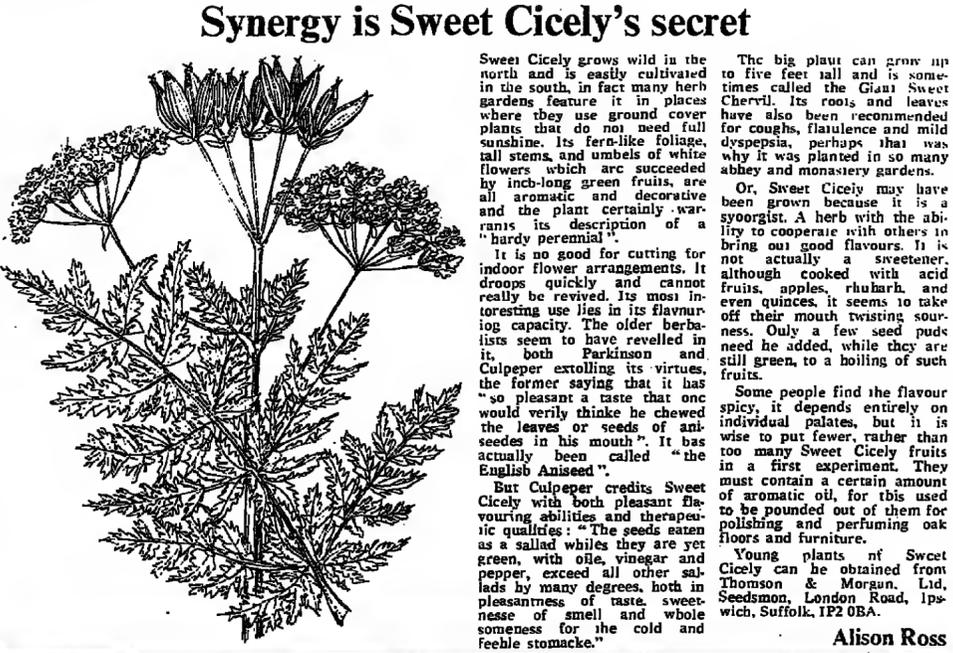
From Our Correspondent Melbourne, Oct 20. The last official engagement for the Prince of Wales on his tour of New South Wales was a visit to the Prince of Wales hospital at Randwick yesterday. Among other functions, he planted a tree in the quadrangle.

Baluchistan rebellion 'crumbles'

From Our Correspondent Rawalpindi, Oct 20. Since May of last year, a total of 385 people were killed during anti-insurgency operations in Baluchistan. The Pakistan Government, in a White Paper, says that the number of casualties was made up of 144 members of its own forces and 241 "hostiles".

Synergy is Sweet Cicely's secret

The big plant can grow up to five feet tall and is sometimes called the Giant Sweet Cicely. Its roots and leaves have also been recommended for coughs, flatulence and mild dyspepsia, perhaps that was why it was planted in so many abbey and monastery gardens.



driver killed ng to e passengers

Our Correspondent, Oct 20. us carrying 40 girls and urents to a gymkhana to- ent out of control down ep main street of Heidel- Melbourne suburb, and d into a tree. The driver lled and several of the gors were seriously I.

Muslims die Philippines

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SPORT

Golf

Oosterhuis loses Miller at last hole

From Peter Kyle Golf Correspondent Venice, Oct. 20

Peter Oosterhuis overtook John Miller, of the United States, with a final nine holes in 22 to win the Italian Open championship here today by two strokes. His total for the 53 holes played was 249 with a final round of 70, two under par.

Out of the gloom and silence of a damp last day came a fine climax today by two strokes. His total for the 53 holes played was 249 with a final round of 70, two under par.

Television cables were more crowded than ever, with a few more viewers than in the past. The final hole was a nine-iron away, was out of sight.

So Oosterhuis joined the Italian Open to the French Open, with the Italian government relieving him of 20 per cent. for the figure of 520 in the highest of the Continent this year. It will increase his confidence when he returns to the United States to try for his country's card in the next southern Spain where the El Paraiso tournament will introduce the latest of that area's growing number of courses.

the Continental Order of Merit based on championships, and the confirmation of his place at the head of the British Order of Merit for the fourth year in succession.

Miller, unchained by his first look at an Italian autumn, not one imagines characteristic, suddenly could not find his touch on greens with a wedge and once with a putter. His first nine had been undisturbed—three putts at the second and the fourth green, badly missed with a three iron.

Out in 38, three over par, he started back with two pars. He hit a good three-wood on the short 12th, the ball finishing only a foot off the green from where he chipped in. A stroke no more salient than a long putt. Then came his wedge shot, hooked at the 13th, and this was followed by a putt of 27ft to another birdie into the lead from having started the day nine strokes behind Miller and having dropped to within one stroke of a hole-in-one. Oosterhuis, however, intervened only in winning. Oosterhuis thought he might still finish with a hole-in-one. He had not quite given up hope of winning.

He was escorted home by Peter Kyle, who asked for a "seen my ball" as he asked for the eighth fairway and at the 11th he advanced on the green. Each Continental championship has comic aspects and it was no surprise to see Oosterhuis, a small birdie, driving up the 18th fairway. Fortunately he missed the green on the right. Crowd discipline is not a virtue of the Continent. At home, but I think the attitude some towards it is somewhat lacking in restraint, maddening though it may be. Miller was joined in second



Oosterhuis: A lucrative visit to Venice for him.

place by Dale Hayes, registering his tenth finish in the top six this season. He owed his position here to a final 68, coming home in 22, but he had a long putt at the 11th. In that spell he holed two medium-length putts and that was the pattern of his play all week with few three putts and enough medium putts to hold nothing long. Only Oosterhuis's dazzling finish prevented him from being the Continental Order of Merit. It is an astonishing record of consistency but strangely lacking in victories beyond the under-25 Coors-Cola tournament. He needs to reverse his usual last round pattern and to come storming home for victory.

Football

Time to get back to the top drawer

By Geoffrey Green Football Correspondent

An important week lies ahead. Tomorrow Don Revie—having scoured the land north, south, east and west and culled the best—will announce his party of 22 players from whom will emerge the first team to face Czechoslovakia in the European Nations Championship at Wembley on October 30. On Wednesday Leeds will announce their party of 22 players from whom will emerge the first team to face the Flying in continental club competition. The English game, both in need of encouragement, stands at one of its usual crossroads.

Most important is our showing in the European championship. If we can survive group one against Czechoslovakia, Portugal and Cyprus over the next two seasons and reach the last stages in the summer of 1976, then we will have gone some way towards getting our feet on the road to the World Cup of 1978.

Referee says Dempsey being sent off when off is not on

By Tom Gorman

An unremarkable afternoon in Merseyside may, paradoxically, provide a durable entry in the book of infamous referee decisions. Chelsea made one of the referee's notebook. Eight Chelsea names were inscribed therein, seven of them cautioned and one sent off. In the seven marching orders for dissent as the match ended—all a guess, expressing his views too forthrightly on the late penalty which Everton squared the match. 1-1.

home in ignorance of Dempsey's approach for a two-hour tongue even as the team were sent off. Yesterday the referee, John Dwyer, cleared up the mystery of Dempsey's dismissal. He said that he thought, I cannot reveal what is in my report, but there seems to be some confusion over the position of Dempsey. The referee cannot send off a player after the 90 minutes has been reinitiated, but he can be reported for what would have been a sending off had he been sent off within the period of play.

hall in its central role and Cooke, still the juggler, covered the ball forward with that familiar measure of control. It was Cooke who scored for Chelsea after 45 minutes, flicking the ball away from Davies's reach as he crossed from the right. Gorman stretched to head the ball on. Once they had recovered from the blow, Everton showed much the more enterprise and might have scored a couple of times, though Chelsea, in the midst of all those cautions, must have felt they had missed their best chance. It was from Gorman, tucked into the inside at a post by Davies's fingers, rebounded on to Baldwin and bathed over the net. Delight deepened into dismay as Baldwin was ruled out.

Motor racing

Formula Three race at grand prix meeting

By John Blunsden

The Formula One Constructors' Association, who represent the majority of motor racing's grand prix events, have sponsored a supporting race for up and coming drivers at the British Grand Prix meeting at Silverstone next July. The race will be for a prize of £2,500 to the British Racing Drivers' Club the organizers of the meeting, for no internationalist status Formula Three race which, they hope, will attract the most promising young drivers from all the leading motor racing countries.

Olympic Games

Moscow give Americans lesson in salesmanship

From John Hennessy Vienna, Oct. 20

The candidate cities for the 1980 Olympic Games, summer and winter, laid out their stalls before the members of the International Olympic Committee (IOC) here this morning. Moscow's belonged to Bond Street, Los Angeles to Perpetua Lane, Lake Placid was in the mountains, and Vancouver was in the mountains, but since there is no competition for the winter games, none that Vancouver has withdrawn.

Motor racing

Evans retires but wins 5,000 cc title

By John Blunsden

Two of Britain's most important motor racing championships were decided at the Motor Show race meeting at Silverstone yesterday. In the eighteenth and final round of the Rothmans European Championship for Formula 3,000 cc cars the talented Australian driver, Peter Dinklage, won the title with 35 laps in his Chevron-Chevrolet B2S to win at 110.61 mph, just one second ahead of Ian Ashpole's Shell-Chevrolet B2S.

Football

Dream shot that thousands failed to see

By Tom Freeman

It would be hard to think of a better example of how English football has declined as a spectator sport than the attendance at the Tottenham v Tottenham derby at White Hart Lane last Saturday. The first of their fixtures, the highest attendance in the entire league.

Football

Two matches that Robson may recall

By Norman Fox

If Ipswich Town fail to tread in the fresh footprints of Liverpool and Manchester City in the coming weeks when the tip of the first division breaks away from the rest, they will probably recall two crucial matches. The first was the draw with Twente

Football

Simple trap could have caught the eagle

By Geoffrey Green

Beating Queen's Park Rangers 1-0 at Loftus Road with a goal scored by Hal only seven minutes after the start on Saturday, Liverpool continued to soar over the land, not as some mythical League bird, but like an eagle.

Football

Weekend results and tables

Table with 4 columns: Division, Home, Away, Result. Lists results for First, Second, Third, and Fourth divisions.

Motor racing

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Simple trap could have caught the eagle

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Weekend results and tables

Table with 4 columns: Division, Home, Away, Result. Lists results for First, Second, Third, and Fourth divisions.

Yachting

Team title goes to Irish after points are equal

By John Nicholl

Royal St George Yacht Club became the first Irish club to win the RYA Dunhill team championship when they won the exciting final against Eton Sailing Club at Queen Mary Reservoir, Ashford, yesterday. The Irish team, from Dunloughra in Dublin Bay, reached the final one week before, in 1972, but by Eton who sail at Weymouth in Dorset, this was their best achievement in the competition so far. They were not short of experience, however, for Alan Curran, one of their three helmsmen, was in the winning University of London team in 1972.

Olympic Games

Moscow give Americans lesson in salesmanship

From John Hennessy Vienna, Oct. 20

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HAIG Scotch Wonder romps home at 3.30: Haig Highness at 7.30. Dont be vague. Win with Haig.

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هكمان الأحمال

amaraan struggles through heavy rough for victory

Pierra Guillot... Racing Correspondent... Surprise to see an outsider win. Bloeus, who had run second in...

First chapter closes on Crepello story

By Michael Phillips... In the regrettable absence of Alex France the Champion Stakes was won by Giacomo in Newmarket...

Series may turn on one man's fitness

By John Woodcock... no chance at all in West Indies this year; but they pulled back...



The manager and captain, Bedser (left) must accept that times have changed. Denness (right) has to overcome a natural reserve.

Just what the pitches will be like no one can yet be sure. The chances are that they will be slow the first time round, but getting faster as the season goes on...

chester programme

Table listing horse racing events: ADDOCK STAKES (2-y-o; £325; 11m), ERCLA PLATE (2-y-o fillies; £276; 5f), ISLETS BREWERY HANDICAP (£936; 6f), K HILLS HANDICAP (3-y-o; £690; 11m).

Edinburgh programme

Table listing horse racing events: 2.00 PORTOBELLO HANDICAP (£287; 7f), 2.30 QUEENSWAY HANDICAP (2-y-o; £440; 5f), 3.00 GRANGE HANDICAP (£437; 1m), 3.30 LONGRIDDRY PLATE (£276; 11m), 4.0 GULLANE PLATE (2-y-o; £276; 1m).

Rugby Union

Tonga improve play under a Welshman's influence

By Peter West... marked improvement after a barrowing start. Two men looked set to do something to counter the skills of...

Welshman's influence

passed forward when a kick ahead might have brought a try, and Wales then ran the Tongan defence...

Fontwell Park programme

Table listing horse racing events: RNHAM STEEPLECHASE (Handicap; £486; 21m), NIGLETON HURDLE (Handicap; £322; 2m 1f), HETLOW CUP STEEPLECHASE (£561; 34m), ASTERGATE HURDLE (Div I; 3-y-o; £474; 2m 1f).

Edinburgh selections

Table listing horse racing selections for various events, including 2.00 PORTOBELLO HANDICAP, 2.30 QUEENSWAY HANDICAP, 3.00 GRANGE HANDICAP, 3.30 LONGRIDDRY PLATE, 4.0 GULLANE PLATE, 4.30 FISHERY PLATE, 4.30 BOSHAM STEEPLECHASE, 4.30 EASTGATE HURDLE.

The Blackheath method for further success

By Richard Streeton... Pendulums may have stopped swinging violently in politics but happily in club rugby they seldom stop...

Light forwards a problem for Cambridge

By Gordon Allan... Cardiff's forwards were better than Cambridge's in the first half and Cambridge's backs were better than Cardiff's at Grange Road on Saturday...

Oxford show virtues among their vices

By Michael Hardy... It was had luck for Oxford University meeting the new Richmond in their first important outing of the term...

ENTERTAINMENTS

When telephoning use prefix 01 only outside London Metropolitan Area

OPERA AND BALLET

ROYAL OPERA HOUSE, 240 1911 night & Wed. 7.30... THE ROYAL BALLET, 240 1911 night & Wed. 7.30...

THEATRES

PALLADIUM, 237 2368... LARRY GRAYSON... THE DANIELA LUE SHOW...

CONCERTS

AL FESTIVAL HALL, Tonight at 8... SNAPE MALTINGS... THE NATIONAL OPERA...

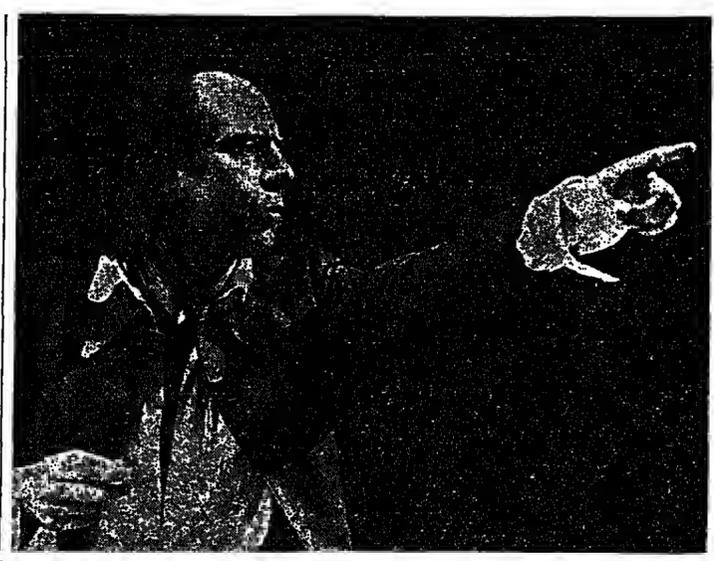
THEATRES

ROYAL OPERA HOUSE, 240 1911... THE ROYAL BALLET, 240 1911... THE DANIELA LUE SHOW...

THE ARTS

Comedy by G H Lewes

Pidocury Festival Theatre's twenty-fifth anniversary season next year will run from April 26 to October 4. The opening production will be The Game of Speculation...



Karlheinz Stockhausen (above) arrives in London this week to conduct the first English performance of "Inori" at the Coliseum on Wednesday.

The evening is part of the German month in London. Other major events include the opening of the German Book Exhibition at the Festival Hall the following day...

Omibus BBC 1

Michael Ratcliffe Omibus opened what promises to be a lively new season with a cheering item on Samuel Goldwyn...

La Bohème Covent Garden

William Mann The Royal Opera began its new season on Friday night (when the National Anthem, reminding us that The Ring was hors saison) with the first revival of Puccini's lovely opera...

Murray Perahia Queen Elizabeth Hall

Joan Chissell If anyone had told Chopin that London, a city he scarcely knew and rather disliked, would accord him a government reception...

NPO/Andrew Davis Festival Hall

Stephen Walsh Perhaps the merest trace of whimsy accompanied the New Philharmonia's compilation of a typical overture-concerto-symphony programme...

Art Exhibitions

MOTOR SHOW '74, Earls Court, until 28 Oct. Exhibition of 100 cars... COURTALLO INSTITUTE GALLERIES...

Art Exhibitions

ACNIM MOBILIER LTD., 8 Grosvenor... FESCHER FINE ART, 30 King St. B1 James's...

Art Exhibitions

FRY GALLERY, 58 Jermyn St. S.W.1... AARON EDWIN PENLEY, 1907-1974...

Art Exhibitions

GALLERY 21, 15a Graham St. W.1... KAPLAN GALLERY, 6 Ouse Street...

Art Exhibitions

LEVERHOE GALLERY, 10 Broad Street... MARLBOROUGH GALLERY, 17-18 Old Bond St. W.1...

Art Exhibitions

EMBOSSD RELIEFS ON PAPER, 10-11 Old Bond St. W.1... NATIONAL BOOK LEAGUE, 7 Aldersgate...

Art Exhibitions

ROLAND BROWNE & DELBANCO, 11 York St. W.1... SPINK, 100 Strand W.C.2...

Art Exhibitions

THE DESTRUCTION OF THE COUNTRY HOUSE, 100 Strand W.C.2... TRIVIN GALLERY, 21 Dover Street...

Art Exhibitions

WADDINGTON GALLERIES, 54 Gt. Newport Street W.1... WADDINGTON GALLERIES, 54 Gt. Newport Street W.1...

RESTAURANTS

APHRODITE'S, ONE & DANCE TILL 2 A.M. and after... MOTOR SHOW '74, Earls Court...

MONDAY BOOK

Wound-licking drama

Comrades The Place Irving Wardle "Sbn hit mo" remarked a dejected friend of mine "but look, I've written a poem about it." It was a dreadful poem...

Otherwise, Rosemary McHale gives a splendidly detailed performance of a tough Liberatorist and David Suchet suffers picturesquely in Napoleonic uniform as a spurned admirer. One pleasure of Jeremy Brooks's adaptation is that it is seducing Axel into using his influence with the jury...

Philip Norman The Ike and Tina Turner revue is the most constant reminder of what a debt we owe to Phil Spector. Had Spector not produced Tina Turner in "River Deep, Mountain High" with such unrepeatable grandeur...

Ike and Tina Turner Hammersmith Odeon

Cockney Rebel Rainbow The Ike and Tina Turner revue is the most constant reminder of what a debt we owe to Phil Spector. Had Spector not produced Tina Turner in "River Deep, Mountain High" with such unrepeatable grandeur...

Louis and Antoinette

By Vincent Cronin (Collins, £4.75) Vincent Cronin chooses to hat on a very well-worn patch. Yet the details of his story have a certain habit of slipping into the hands of the reader...

Revolutionary trail

By Vincent Cronin (Collins, £4.75) Vincent Cronin chooses to hat on a very well-worn patch. Yet the details of his story have a certain habit of slipping into the hands of the reader...

But Mr Perahia's keen musical intelligence enabled him to find just the right way of integrating the unopposed coda here, just as he had done with the piu mosso interpolation towards the end of No 6. He was also adept in response to the work's element of light Hoffmannesque caprice.

Mr Cronin is very careful with his subsidiary characters. They are given their proper weight and roundness. Benjamin Franklin is suitably boyish. La Fayette, the actor-brain and bug, has the top journalist's knack of always being in the

Rex Harrison is interviewed by Sheridan Morley on the publication of his autobiography, page 7; Aherfan: a Disaster and its Aftermath, by Joan Miller, is reviewed by Tim Heald, page 12; and Lord Chalfont discusses A Theory of Conflict, by Brian Crozier, page 12.

The non-violent challenge to the power of Mrs Gandhi

Events are building up to the kind of confrontation between moral principle and administrative power in India that seemed to have gone out with the Raj—the era in which Mahatma Gandhi took on the British Empire personified by the Viceroy. Today's protagonists are Mrs Indira Gandhi (no kin to the Mahatma), Prime Minister for the past eight years and with no political rival in sight, and Jayaprakash Narayan, an aging follower of the other Gandhi, who may have become Prime Minister himself if he had not quit party politics 20 years ago in despair of finding a real solution to India's poverty and the resultant social injustices.

The odds appear even more one-sided than when Mahatma Gandhi began his satyagraha civil disobedience is the usual but inadequate translation) campaigns against British rule. That was easy to comprehend. But Mrs Gandhi has been elected under the Indian Constitution. She also commands an administrative and police empire more than double the size that any Viceroy had behind him. And this does not include the swollen administrative and police network in the 17 major states of which all but two are ruled by the Congress Party, over which the exercise of much firmer control than even her father, Jawaharlal Nehru.

Mrs Gandhi, who is now 56, once again demonstrated her complete control over the ruling party and over Parliament during the monsoon session that ended this month. Fifty out of the 362 Congress MPs in the Lok Sabha (lower house) initially joined the opposition groups—who together share less than half as many seats in the 545-member parliamentary body in a major scandal involving alleged kickbacks to Congress MPs in return for their help in getting valuable import licences. But they all obeyed the party whip and returned as soon as she made it plain that she did not want any such inquiry. It would involve a cabinet colleague, Mr Lalit Narayan Mishra, who was the minister responsible when the controversial licences were applied for, and Mrs Gandhi is widely known as the biggest collector of funds for the Congress Party.

All this has not improved the reputation of the ruling party or of Parliament. But it was an eloquent demonstration of Mrs Gandhi's power and political style, and also of the way she operates the parliamentary system. She has no rival worth the name any longer in the ruling party. Those who tried to assert themselves, like former Deputy Prime Minister Morarji Desai, have been reduced to political cyphers: those who have gone along, like Defence Minister Jagjivan Ram and Finance Minister Charan, have suffered the same fate. Even in the states, not a single Congress Chief Minister can hope to keep his job if he defies her, as some have found to their cost.

Mrs Gandhi can be challenged only from outside the system. The Naxalites (mostly student revolutionaries) tried violence in West Bengal, failed and split into quarrelling factions. They were no match for the battalions of armed police, assisted at times by the army, ranged against them, and are now filling West Bengal's jails.

JP, as Jayaprakash Narayan is known throughout the country, has emerged reluctantly from self-imposed obscurity in the past six months to challenge Mrs Gandhi's power and methods with the Gandhian technique of non-violent resistance. He opted out of the political game in 1954 because he felt that without an informed, educated public opinion, rival parties were liable to exploit and thus perpetuate India's deep social divisions in the contest for votes. In his quest for an agent of change, he plunged into the bhodan (land sharing) campaign led by Acharya Vinoba Bhave who is opposed to any form of coercion. The campaign went well initially. But later JP found the landowners unwilling to honour their pledges to share part of their land with the landless and he remembered that "non-violent non-cooperation or resistance" when "conversion by gentle persuasion" failed to succeed.

Having rejected political parties, this left JP still searching for a catalyst. Early this year, however, a student protest against bad food in a college hostel in Gujarat attracted attention. JP saw the proportion of the nation's resources devoted to defence and to achieve annual savings expenditure by Britain of several hundred million pounds. This, of course, is not new. The general policy was outlined in the manifesto for the previous election and for the present stages of the review are already complete.

Some of the more radical thinkers in our political establishment, whose concern for the nation's security is notoriously low on their list of priorities, have, with every appearance of gravity, demanded an immediate reduction of £1,000m a year—roughly a third of the present defence budget. What they would know, if they had the wit to distinguish a hayonet from a dagger, is that this country's ability to defend itself against attack or to discharge its role in the Atlantic Alliance.

Even if the cuts are considerably smaller, it will still be necessary to accept a serious reduction in our military capability. To cut defence spending by several hundred million pounds annually it will be necessary not only to withdraw completely from Singapore, Cyprus and Malta, but also to reduce substantially the size of the armed forces. There is no practical alternative to this, and its significance should not be underestimated.

It is all very well to talk about defence, and it is certainly right that western governments should be pursuing disarmament, arms control and cooperation with the communist countries of eastern Europe. But at the risk of seeming somewhat obsessive on the subject, I really must point out once again some of the facts of life, as opposed to the cherished fantasies of the unilateral disarmers. In northern and central Europe, the main defensive area of the west-east Alliance, the Warsaw Pact has 70 divisions facing Nato's 25; or to put it another way, nearly a million troops facing

Can we afford to spend any less on defence?

Lord Chalfont

It is, however, possible to disagree with Mr Crozier's conclusions and still be profoundly impressed by his analysis. There is little doubt that there are at large in this country at the moment more people than ever before who are totally committed to the destruction of our existing political, economic and social system. In present circumstances it is difficult to persuade a large number of our citizens to take this threat seriously. So long as the shops are full even if prices are high, and so long as real violence in our society is largely confined to the juvenile delinquents on the football terraces and the indiscriminate bombers of the IRA, people

are understandably minimised by the hard facts of communist infiltration into the trade unions; by the rapid growth of the International Socialist movement; and by the constant, intensive activities of the Russian intelligence service in Britain.

Yet before too long, the climate might drastically change. Everyone who cares about the survival of this country desperately wants the Labour Government to succeed in its attack on our economic problems. Only the most mentally-enclosed bigot or the most politically-motivated extremist would in such a context fail, although many well-disposed observers believe that it is in fact will. If it does fail, and if we are really faced with the twin nightmares of hyperinflation and massive unemployment, let no one believe that those who hate our present political system will hesitate to exploit the situation with every means at their disposal—and the provocation of violence will certainly be one of their instruments.

The lessons of recent history are still distorted in Britain by the cosy attitude of "but it could not happen here"—the incurable optimism that the British people are in some miraculous way immune from a disease which has afflicted much of the rest of the world.

If economic and political chaos should engulf us, a concerted attack on the institutions of the state, then the state has a right—indeed a duty—to repel that attack. This would not be a case of a spontaneous rising to throw out some intolerable oppression. It

I should make it clear at once that Mr Crozier and I stand some way apart—philosophically as well as politically; and I find it difficult to accept either the assumptions from which he proceeds or the conclusions which he reaches.

His premise that "man is in essence evil and aggressive" owes more to the superficialities of Dr Konrad Lorenz and the behaviourists than to any serious body of scientific research; and his proposed solutions to our problems include the abolition of political parties and the establishment of a fairly sinister institution, to be called the Department of Unconventional War, which sounds like a particularly nasty variation of Central Intelligence Agency.

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would be a deliberately planned attempt to impose a form of totalitarian government upon this country. It would not be defeated by private armies run from city boardrooms or pad-docks in the home counties. It would be defeated only if the government had ensured that its security forces were strong enough to meet the threat.

It is, I suggest, against this background that any decisions about the long term strength of our armed forces should be taken. If they are not, the consequences might be tragic. In his book Mr Crozier writes of his proposals for a No-Party State—the Crozier system might well commend itself to a military or authoritarian government wishing to return to democracy under conditions offering a greater chance of success than the city that had collapsed. Yes, indeed it might, but many of us reject the concept of a military or authoritarian government as passionately as we reject the idea of a totalitarian regime of the security state.

The object of having effective security forces under parliamentary control is to defend the country, not to attack it, or prevent it from being taken over by force, or to take it over. Those now planning, as the jargon has it, to reallocate a proportion of the resources now devoted to defence should ask themselves: what kind of armed forces we can afford, but what kind we need, and whether we can, in fact, afford to be without them.

A Theory of Conflict by Brian Crozier, published by Hamish Hamilton, £5.00.

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Aberfan: symbol of tragedy and hope

In March 1973 a "Call to the Valleys" went out aimed at people in the valley communities of South Wales to "examine themselves, to go back over their own story, to rediscover what has made them what they are, to choose together in a new age what they are going to be." This year, "The Year of the Valleys", that call has been answered with a series of celebrations and conferences throughout the area, of which the most important, designed to forge "a socio-economic strategy for the valleys" takes place on Nov 2. In essence it is designed to reverse the apparently inexorable exodus: one tenth of the population of the County Borough of Merthyr Tydfil lost in 20 years, one fifth of the Rhondda—all, in the words of Gwyn Thomas, "not dead but gone so slough".

It would be a remarkable piece of local initiative under any circumstances but what makes it exceptional is that it originated and is being organized from the village of Aberfan. That community has overcome the aftermath of its tragedy to such an extent that it is now able to give a lead to its neighbours.

Since 1966 the village has not always been fairly represented. The sympathy of the world turned sour when there were reports of feeding over the disaster fund should be spent, and other reports suggested a society embittered and at war with itself. Now in her admirably unemotional and well documented account of what she has found in Aberfan, Joan Miller tells a more positive story. "It would appear that community development is not news, while greed and envy are." Instead of describing such a place she writes about something which, while not Utopian, has been a step towards a better place to live in, because it offers the possibility of



The village of Aberfan after the disaster eight years ago. Now there is a sense of optimism.

being more fully human and of becoming a more complete person with wider development of potentialities.

The book, out today, the eighth anniversary of the disaster, is based largely on the records of the local community association and it tracks the way in which this built up from its roots in the parents and residents association and the tip removal committee. The latter itself was an early example of bow anger and bitterness could be channelled to achieve positive ends. After a long battle with the government and the coal board the committee finally managed to have the remaining tips in the village cleared, including the remains of Tip 7 which had caused the disaster. Before this only seven schemes for the reclamation of derelict land in Wales had been instigated in seven years. In the seven years after there were 157 such schemes, and Jan Richardson is now one of the key objectives of the "Year of the Valleys".

Another typically Welsh result of the tip removal com-

mittee's efforts was the formation of the Ysgowen choir. After they had won their final victory at the Welsh Open in Cardiff the villagers burst into exultant and spontaneous song. A more formal choir followed and now gives free concerts, particularly to any organization concerned with the aged and the infirm.

But perhaps even more important was the realization that they could achieve things for themselves as the result of their own efforts. It gave them confidence and hope which not only helped in their relations with authority and the world outside but also made it easier for them to come to terms with their bereavement.

Even in the early days after the disaster there was a sense of an outward looking concern for others. When only weeks later Florence was severely flooded, a group of Aberfan mothers sent children's clothes to the victims. Ever since the village has sent gifts to victims of similar tragedies and a custom has grown up of sending an Aberfan cross of red and

white flowers as a token of sympathy.

"Because of the disaster" writes Joan Miller, "Aberfan became a symbol for tragedy, yet the story of the last few years suggests it could also be a symbol for hope". On the evidence of this moving and encouraging book she is right. I visited Aberfan earlier this month and even in a few hours I caught the sense of optimism and generosity. If this book reaches the public it deserves it should cancel out that less than charitable impression many of us previously had in the Valleys. As one man remarked to me, "Sometimes we feel that the world has come out of this worse than us".

Tim Heald

Aberfan, a Disaster and its Aftermath, by Joan Miller, Constable, £3.00.

Need to get Cyprus back to work

Possibly the most important psychological threat to the victims of sudden and complete disaster is their inclination to apathy and a "refugee mentality". They need to start working with their hands and brains as soon as possible—the sooner to regain something of their confidence and self respect. The refugees in Cyprus need occupational therapy and they can provide it for themselves through the development of those crafts native to Cyprus—loom weaving, embroidery, wood carving, silver and copper work, basket work and pottery. Although the trade from these crafts could later be expanded into an export business contributing to the island's economic recovery, for the present its design is primarily recuperative; a process of Cypriots helping others by helping themselves.

An immediate as well as a continuing human problem is in education. Many schools—primary, elementary and secondary—have been unable to open for the autumn term, not only because they have been lost in the fighting or because they are presently accommodating the displaced, but because the stocks of basic educational materials and equipment have been destroyed: paper, exercise books, pencils, chalk etc, as well as reproduction and visual aid equipment. With so many thousands displaced, education in its organized form has been severely disrupted and for some has ceased altogether.

The few inter-communal schools that are now facing closure because of the forced separation of the two main communities and the economic standards need help. These schools were beginning to show significant progress and the attendance numbers of Turks were on the increase. Now they

will go to the wall if they are not helped to survive until it will be possible for inter-communal education to begin again. It is not easy to create a school in a refugee camp; it is therefore important to keep alive those that there are.

Apart from the crisis situation over the salvaging of the citrus and vine crops of 1974, and the even more serious matter of the future survival of the citrus groves themselves, there is another lesser publicized crisis looming in the agricultural world—that of the survival of the island's livestock and their protection from the threat of disease, particularly foot-and-mouth and swine fever. The unrestricted military movement between Turkey and Cyprus, and the possible importation of infected meat poses the threat since in Turkey such diseases are prevalent and only strict control over the years has prevented their spread into Cyprus from there and other eastern Mediterranean countries. Vaccines are urgently needed for inoculation.

In the fighting, some 13 square miles of Cyprus forest was burnt. Anyone who knows their beauty will be deeply saddened by the thought, because the cedar and pine forests are famous. An extensive clearing operation is already starting in the Paphos forest area in the north-west and it is hoped by the beginning of the seeding season in October 1975 the afforestation programme will get under way in earnest—but it is a long-term programme which will take from five to ten years and will cost between £3-4m.

These are but some of the problems that face Cyprus now and in the future, whatever any whenever the political settlement may be. Along with the immediate needs of winter clothing, housing, and medical provision, centres, the newly formed Red Cross organization will be working to help alleviate them. It is a formidable shopping list but it underlines the nature of the operation.

Michael Harbott

The author is a former Chief Staff at the United Nations forces in Cyprus.

Concluded

How to pick the best hotels



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The Times Diary

Rocking with the Kempton chasers

At Kempton Park on Saturday the world of pop music and horse racing came together under the sponsorship of the National Record Company. The Charisma boss, Tony Stratton Smith—himself a horse owner and lifelong racing enthusiast—mixed together six National Hunt races, five live rock groups and as colourful a collection of characters as you are every likely to see let loose on an English racecourse. Contrary to expectations, Stratton Smith found the normally straitlaced racing authorities 100 per cent behind the venture and when, despite the counter attractions of Newmarket's Cesarewitch meeting, the course trebled last year's attendance, all concerned had reason to congratulate themselves.

Perhaps the most striking feature of the afternoon was seeing the enjoyment spread right across the board. Regular racegoers who had been shaking in their shoes at the prospect of invading hordes of pop fans, found the only noticeable difference a steepchase card of far higher quality than was usually expected at this time of year.

"I was prepared to be deafened," remarked one elderly stalwart, and the fact that he was not stemmed from the judicious separation of the rival camps with the live rock groups in the foreground bearing in a distant corner of the Silver Ring. The assumption that the fans of Chiffi Will and the Red Peppers would find their way to the winning post was a distant one proved correct.

Back at the Thames Suite, top people were attacking quails' eggs in pink sauce, mouth oohing and aahing at Angels and hot-panted, silver-booted blondes outside that a race meeting was in progress.

Rising star

Rupert Murdoch's American venture, The National Star, has had its teething troubles, but its New York office is now exuding optimism about its prospects. Murdoch says he expects the paper, a weekly, to be in the black before the end of the year.

He denies reports that The National Star has lost \$13m, saying the figure is wildly inaccurate. He said recently: "We will have lost far less than half of that by the time we break square."

The National Star now has an American editor, James Brady, who took over two months ago. Brady has introduced some new features: a gossip column and a double-page spread of photographs and he has been backed up by

Bouncing

Lamberhurst, a medieval village in the account executive belt of Kent, held a mysteriously early Halloween dance on Saturday night. Stuart Reid, who lives in the village, was required to attend. The village elders had decided that he should act as bouncer together with the village policeman. He reports: "The policeman had no idea that I was to help him keep order. Indeed, he had no idea that he had to keep order. Yet

Meadowland

In Meadowland, there has been another development in the struggle for the leadership of the squirrels. Squirrel Keith, a chip connoisseur (the one who thinks, if you remember) has switched his thoughts from the economy of Meadowland to the social and moral problems of its creatures.

It was a remarkable speech, bemoaning the dissolution of the tightly-knit family structure that, according to legend, was a feature of the Meadowland of yore. He also made the point about rabbits, especially young female ones, bred faster than most other creatures—a finding which will come as no surprise to Natural Historians.

In tone it was not unlike speeches made in recent years by Bunny Lou-Ears and Mary White Mouse—and indeed Squirrel Keith singled out the latter for special praise. Although many creatures, particularly squirrels, are of these views, there remains an effective way of enforcing them. The creatures continue their dissolute habits regardless.

Keith is an introspective squirrel, and only hours after the speech he was fussing about

Widely red

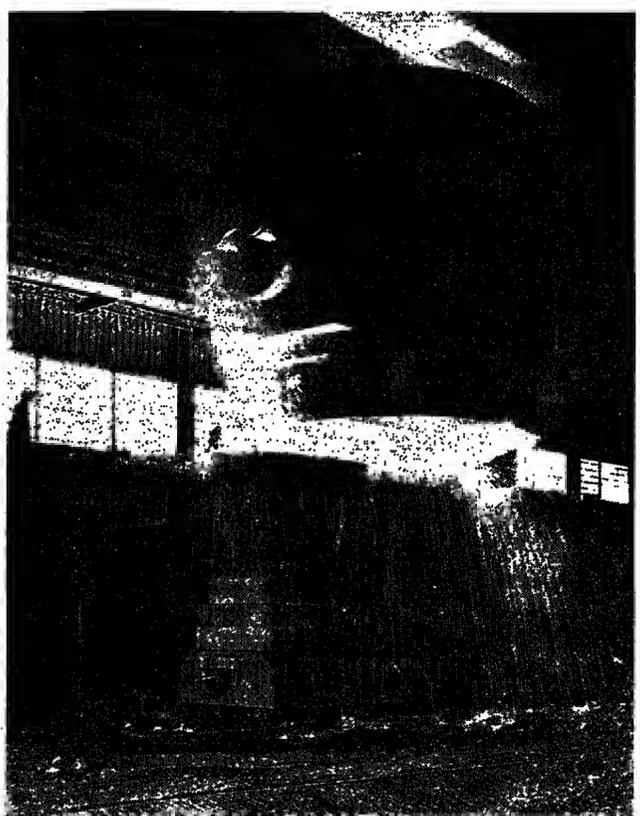
An hotelier in the West German town of Lübeck arranges to provide in all bedrooms not only a bath but also an abridged volume edition of Karl Marx's Das Kapital and a German translation of Chairman Mao's little red book. The Hotelier Association of Germany has launched under motto "More hospitality to our visitors".

As evidence that his departure is appreciated, the hotelier reports that most of the copies of the quotations from Chairman Mao have been "taken away" since they were placed in his hotel's bedroom.

This week's Liberal News fire in the bellies of the singing troops with this encouragement: "If you expose doubts we trust this campaign the full wrath of the other parties turned against us, he not read the Brentwood American Argus of Thursday. One of the reasons of us is intended to read it no explanation is offered.

Industrial heating, ventilating and air conditioning

a Special Report



Ventilators installed along the mould bay of a steel works flood the working platform with fast-moving fresh air.

Recycling cuts the cost

Edward Townsend

In the past five years, since the IED concept began to catch on, some 100 buildings have been completed or are under construction using the system.

Mr Richardson said: "We believe IED is fully in accord with the climate of conservation of primary energy resources, to which we are all now dedicated. Indeed by working towards the standards of internal environment in buildings which are likely to be commonplace 10 years hence, we expect that the levels of energy consumption which result may well be no higher than those required for present-day standards."

To be successful, any system of heat recovery needs detailed and co-ordinated work at the building design stage and this has resulted in the arrival on the scene of building services design engineers. This means that the architect and main contractor must bring in the electrician, the plumber and heating engineer much sooner than has previously been the case.

Snags can still arise, however. If management decides, for example, to switch machines and people around in a building, the system can be thrown out of balance. The core of a building will need different heating and ventilating processes from the perimeter.

One of the first industrial applications of thermal recovery was in the new office of the *Liverpool Daily Post and Echo* which also claims to have been the first to make provision for the storage of excess heat.

The newspaper staff moved into the £8m development a year ago and are to be followed shortly by Merseyside County Council employees who will occupy the top 13 storeys. There are already signs that the heat recovery system is saving fuel and that further fine tuning will increase its effectiveness.

The Post and Echo occupy

buildings and their services". Critics of IED have accused the council of promoting higher levels of lighting purely to provide sufficient heat for the recovery system. But the council says its interest is to urge the use of better quality lighting to achieve more efficient use of electricity.

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The Post and Echo occupy

280,000 sq ft, three times the size of their old building, and accordingly electricity costs have trebled. Now, using the new system, space heating costs have been almost eliminated.

Heat given off by the printing and office machinery, by the lighting (three times more powerful than in the old building) and the people is used to maintain a temperature of 21°C (70°F) throughout the year.

Most of the time, however, too much heat is created and the building has to be cooled. Below the balance point of 5°C (41°F) supplementary heating has to be switched on.

Air from outside the building is first filtered then cooled to extract moisture. After reheating it is circulated to two levels of offices, pumped back and diverted into production areas mixed with some additional air from outside.

Heat is taken from the returning air and passed on to the heat pumps which then divert it to areas where the building's control system detects heat deficiency.

An extraction system deals with fumes from the process areas and another sends air back to the air-handling plant for the press hall where it is again filtered, cooled or heated and supplied to the operating levels.

The whole system is governed by Honeywell pneumatic controls which regulate the hot water and chilled water circuits throughout the building. The system is capable of being connected to 400 monitoring points.

The scheme has undoubtedly had its problems resulting in complaints from people using the new building, but Honeywell points out that because the system could not be tried until the offices were occupied, there were bound to be teething troubles. Now, it says, the level of complaints has dropped significantly.

"The decision to become pioneers, although not without its problems, seems to have been infinitely preferable to settling for traditional systems. And the project looks like becoming one of the more successful examples of breakthrough management. Innovation is easy to recommend in theory but much more difficult to achieve in practice."

Turn on the pump and save

by T. J. Smith
engineering director,
Temperature Ltd

The heat pump, so called because it is a refrigeration system in an air-conditioning unit which can cool air and reverse its system to heat air, has come to the fore in recent times because of the energy crisis. The energy problem has renewed interest in the heat pump because of its particular characteristic of being a very economic way of heating, particularly in a building which is to be air-conditioned or cooled.

The introduction of the heat pump as the prime piece of equipment in an air-conditioned building will show savings for heating against the provision of a separate heating system, whether gas, oil or electricity is used as the prime fuel source.

There are various types of heat pumps using different heat sources but the most commonly known are the air-to-air and air-to-water machines. The one most suited to modern multi-storey office buildings is the air-to-water system, using a water loop arrangement to remove or add heat to the system. This is commonly known as the VersaTemp system.

With this system a number of units, usually one per building module, are connected to a water loop and provide savings in operating costs, particularly on heating. They also give individual control to the occupiers of offices.

Hence, unlike the central plant system or conventional air-conditioning, where the occupied offices are kept at a standard condition, the occupiers of the individual offices are able to maintain

the temperature that is best suited to their individual requirements. Another big advantage of the VersaTemp system is that of heat or energy reclaim, where individual units in a building may be on cooling, on heating or on fan (air circulation) only, depending upon the heat load conditions.

They will thus be adding or subtracting heat into the water loop or in some cases not affecting the water loop supply at all. The additions and subtractions of heat from the water loop by the individual units will partially and, in some cases, almost wholly balance each other.

Therefore, in these cases, very little additional energy is required to provide heating or cooling in the areas served by the units. This particular advantage with the heat pump water loop system is especially beneficial in temperate zones. There, in the spring and autumn, it is common to have in an air-conditioned building a requirement for cooling in one sector with another sector requiring heating at the same time.

The performance efficiency of an air-to-air heat pump system when on its heating cycle is in the order of 200 per cent-350 per cent. The reason for this very high performance efficiency is the fact that the heat pump is able to use a free source of energy in its cycle of operation. This free source of energy is the air outside the building.

The method of transferring the heat from the ambient air, which can be at a low temperature (tests have proven satisfactory operation of air-to-air heat pumps down to -20°C ambient air) is by the use of the refrigerant normally used for the cooling cycle. It is reversed so that the refrigerant is absorbing heat from the outside air and transferring it to the heat exchanger which is linked to the circulation of air inside the building.

Hence, by means of the refrigerant pumped through the two heat exchangers, one linked to the outside air and the other to the inside air circulation, there is a free ride, except for the energy used in pumping the refrigerant through the circuit. Even here there is a benefit in that the heat from the pump is added to the refrigerant and dispersed in the inside building heat exchange.

It is normal to supplement the heat from the outside air by means of normal electrical heaters mounted in the internal air circulation ducts. Undoubtedly more study is required to develop the air-to-air heat pumps so that more effective use can be made of them in office buildings, particularly those of the multi-storey type. However, for low-level buildings such as supermarkets and other stores, schools and homes, the air-to-air heat pump is readily available.

The future development and use of heat pumps must be increased if we are to take advantage of this system in the whole area of energy conservation. The whole area of waste heat recovery, which could be used in conjunction with heat pumps is one very large area which needs further exploration and development.

The initial investment involved must be considered in the light of operating costs and long-term economy as against the rather short-sighted view, taken by many people, that the initial cost is more important than the reduction in running costs and long-term savings. Obviously, the high interest rates which are at present prevailing do not assist getting investors to consider long-term economy against the initial capital costs.

It is to be hoped that in the light of Britain's need to conserve energy sources there will be a growing emphasis by architects and consultants on the use of the heat pump system. Despite the fact that in some cases the initial capital costs of the air-conditioning system would increase over and above other types of cooling only air-conditioning equipments, there will be significant operational savings when heating and cooling is required in the same building.

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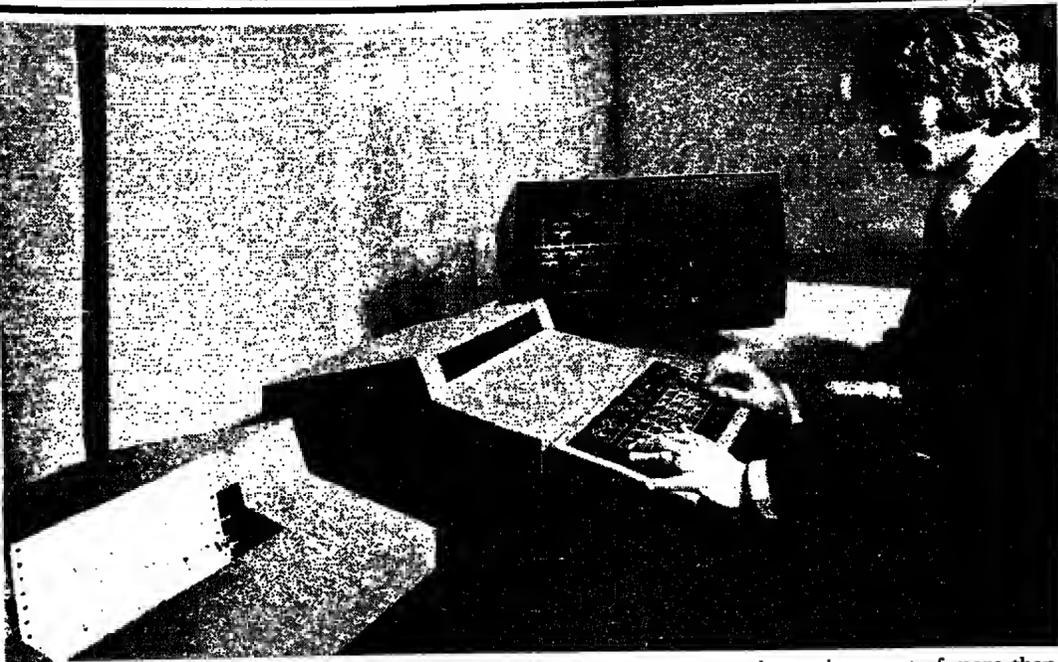
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This Honeywell Delta 2000 building centralization system keeps an eye on the environment of more than 150,000 sq ft of the Joint Credit Card Company's headquarters in Southend.

Offices: better atmosphere aids comfort

by Richard Dorman

Ventilation means that air, possibly warmed, is supplied to a building while air-conditioning implies that the air can be warmed or cooled, that humidity controlled and there is provision for removing particles and smells.

Temperature and humidity are generally more important for the comfort of the office worker than an exceptionally clean atmosphere. The basic requirements are:

- (i) The room should be comfortably cool.
- (ii) Air movement should be adequate, but without noticeable draughts. Air speeds of about 0.15 metres per second are sufficient in winter, but higher speeds are desirable in hot and humid weather.
- (iii) Relative humidity should not exceed 70 per cent and preferably should be much lower.
- (iv) Walls and surroundings should be warmer than the air.
- (v) The air at head level should not be noticeably warmer than near the floor, neither should there be excessive radiation at head level.
- (vi) The air should be free from smells.

In 1961 the recommended temperature for offices in the United Kingdom was 18-19°C, but as people become accustomed to central heating in their homes and to lightweight clothing, perhaps the temperature for sedentary workers should be raised to between 19° and 23°C. The preferred temperature depends on age, sex and physical condition.

An acceptable volume of fresh air per person in a large office is half a cubic metre a minute. Assuming that each person occupies 30 cu metres (approximately 1,000 cu ft), there is one complete change an hour, which is rather less than the one and a half changes recommended by the Institution of Heating and Ventilating Engineers for an office of three metres in height.

In calculations of temperature and ventilation rates it should be remembered that of about 100 watts emitted by an adult at rest, 40 watts of convected heat are emitted to the air, the remaining 60 watts being radiated to the walls and solid surfaces and lost by evaporation. Assuming no losses, 40 watts raise the temperature of 30 cu metres of air by almost

4°C in one hour. If in addition there is other heat generating equipment, for example lights, the heat emitted should be calculated and the rate of air change modified.

Although during normal weather in Britain relative humidity is within tolerable limits (preferably 35 to 65 per cent) some control is occasionally necessary. In cold weather heating of the outside air may produce humidity low enough to give a feeling of dryness in the nose and throat.

Humidification by means of a water spray or capillary wick must be carried out to bring the relative humidity up to an acceptable level. In hot weather, with high outside relative humidity, a water spray may achieve some temperature reduction but increase humidity to a most unpleasant level. In order to reduce the relative humidity it is necessary to spray with chilled water to cool the air, causing condensation, with subsequent reheating.

The atmosphere contains many different types of dust, smoke, fibrous material, soot and pollutants which remain for long periods. They may cause irritation of the nasal passages, asthma, hay fever, effect delicate mechanisms in computer rooms or merely be responsible for soiling clothing, walls and furniture. In any building which does not incorporate a filtration system, dust will be found on ledges, with soot deposits caused by thermal deposition on cold surfaces, including cooling coils forming parts of dehumidifiers.

Although a fairly simple filtration system will remove dust from the air, more expensive equipment is necessary to take out the soot and small particles which cause soiling of fabrics and walls. Even without the benefit of filtration there has been a noticeable improvement in interior cleanliness since the passing of the Clean Air Act in 1956.

Air-conditioning filters may be placed into three efficiency categories. First are those suitable for the removal of coarse dust but of little use for particles smaller than five micrometres. They are usually composed of panels of coarse fibres with large air spaces between the fibres. Slabs of open-cell polyurethane foam, which is cleanable by simple washing, are also popular. The second kind are efficient in filtration of parti-

cles larger than one micrometre and, as dust builds up on the filter face, often remove many sub-micron sized particles. They consist of fine fibres and may be made with shallow pleats to increase their effective surface area.

The third category have efficiencies of more than 90 per cent towards sub-micron particles. These, in the past, have been misnamed "absolute" but are now generally known as hepa or hepa filters. They are generally made of a mixture of cellulose and glass fibre or of glass fibre alone.

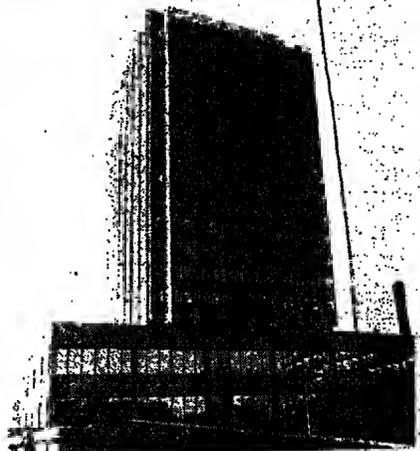
A different approach is shown by the electrostatic precipitator in which dust particles are electrically charged in passing by wires at high potential and thence to a precipitating cell. The cell consists of a number of parallel plates, alternately earthed and held at a high voltage, the particles being deposited on the earthed plates. The efficiency of capture is high for particles from one-tenth to 10 microns.

It is not uncommon in air-conditioning systems for a coarse fibrous filter to be placed behind an electrostatic precipitator in order to capture any aggregates which may be dislodged from the plates and to protect the conditioning system in the event of precipitator failure.

The first two categories of filters may be found, either alone or in combination, one acting as a pre-filter for the other. It is rare to find third category filters in office systems unless very clean conditions are necessary. It is then usual to isolate the particular process in a cabinet or small room ventilated by a third category filter and to allow only special access.

Smells are generally removed by increasing the ventilation rate but occasionally an activated carbon filter is employed. Activated carbon, produced by heating nutshell or bituminous coke under controlled conditions, has an effective adsorbing surface area of many hundreds of square metres per gram and is a good absorber of vapours of the larger organic molecules.

Fully air-conditioned offices in which windows are permanently sealed, may be extremely unpleasant: places in sunny weather even in winter. Heat reflecting glasses are better than absorbers, while some films which can be applied in plain window glass are efficient but give the sky an appearance of perpetua storm. Double glazing is also an advantage, and in some cases blinds or external sunbreaks should also be considered.



The Liverpool Daily Post & Echo building on Merseyside is one of the first industrial applications of thermal recovery in Britain.

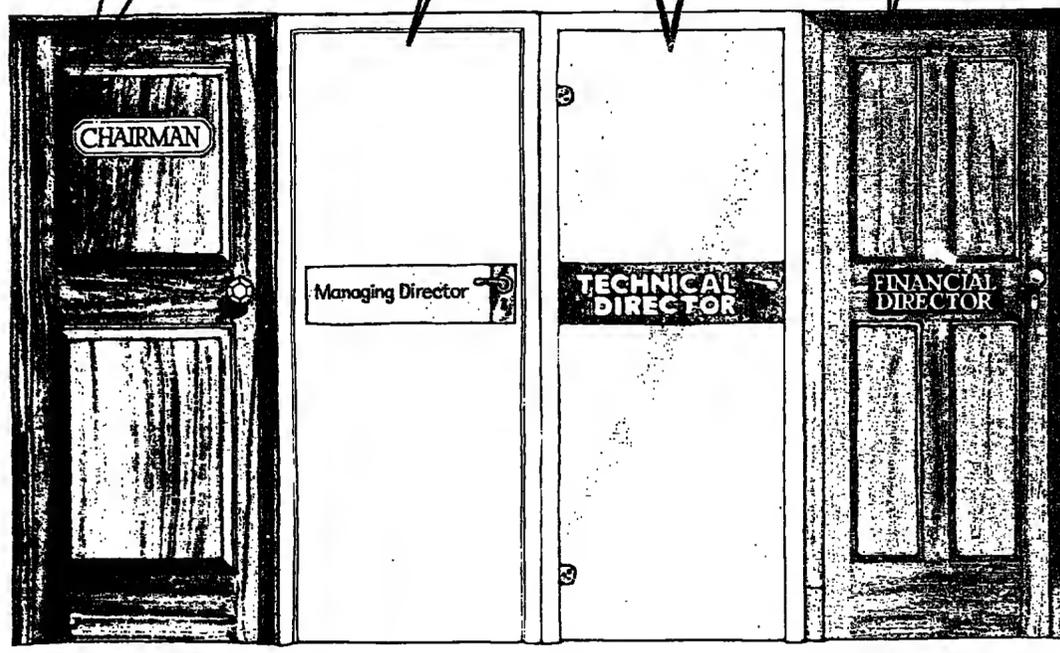
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Factories: eliminating internal pollution

It has been well established that the performance of workers is lowered by fairly small discomfort due to heat or cold. It is also obvious that factory air should be free from noxious odours. It should not be forgotten, too, that although most illnesses attributable to industrial pollutants are caused by inhalation of particles smaller than 10 micrometres diameter (one micrometre is 1/25,000th), some dusts and vapours are the source of dermatitis and skin cancers. When working conditions are faced with demands for high wages; when they lead to sickness or death heavy claims for compensation will follow. Self-interest, in addition to moral scruples and obligations under the Factory Acts, therefore encourages employers to provide good working conditions.

Recommended threshold limits, defined as concentrations to which people may be repeatedly exposed without harmful effects for toxic dusts, fumes and mists published by the American Conference of Governmental Industrial Hygienists are generally accepted in the United Kingdom. Statutory limits on emission of acid gases to the outside atmosphere are provided for in the Alkali Act, but the more usual requirement is for presumptive limits—that is, for the best practicable means of limitation.

The purposes of air cleaning in factories are three. First, the cleaning of the incoming air to protect processes and to maintain general cleanliness; second, the cleaning of air within a workroom to protect workers and to eliminate internally generated pollution; linked with this is the need to permit recirculation of air in order to reduce heating costs; third, pleasant or noxious materials which would lead to a public nuisance or health hazard. The standards required vary with the nature of the work being carried out and with the location of the factory.

Filters for cleaning the incoming air to protect processes are usually composed of coarse fibrous materials, sometimes oil-wetted to improve the adhesion of particles to fibres. The inlets should be sited so that filters are as little exposed as possible to dusts, fumes and prevailing winds. Unless there is good reason for such a system it is commonly poorly maintained. More care is exercised when the effects of dirt are visible and costly, as in paint spray shops. Here, in addition to ridding the air of particles larger than about five micrometres, the design must ensure an air velocity at the work level sufficient to remove odours and an air

temperature high enough to avoid unpleasant draughts. In fermentations and in some electronics processes it is necessary to employ high-efficiency filters capable of removing particles of one micrometre diameter (approximately the size of some bacteria).

Before considering methods of cleaning the air of internally generated material attention should be paid to good housekeeping. Floors and walls should be smooth for easy cleaning and the clothing of workers exposed to dusts should be smooth and free from pleats and folds. In the pottery industry Terylene protective clothing has been recommended for workers exposed to dusts producing pneumoconiosis. Thought should also be given to improvements in a process; for example, grinding wheels of synthetic materials are replacing those of sandstone so that the dust no longer contains free silica, the cause of silicosis.

It is desirable to place air cleaners or extract hoods close to the source of pollution; it is not good engineering to permit particles or vapours to spread into the plant and then to employ a large filtration system to purify the air. Dust-producing processes should be grouped together if possible, with an adequate air-cleaning system, leaving the remainder of the workroom clear. When it is not easy or economic to clean air before the worker it may be necessary to provide a personal respirator. Although the past 10 years have seen considerable improvements in efficiency and comfort of masks, they are still unpopular with most workers.

The cleaning of process gases before passing them to a stack involves such a number of vapours and types and sizes of particles that each process must be considered separately. Problems extend from the removal of coarse dust in a gas flow of a few cubic metres a minute, as in a woodworking shop, to the cleaning of 10,000 cu metres a minute containing fine dust of acid mist.

Two illustrations of the variety of solutions will suffice. A particle of grit emitted from a boiler falls at about two metres a second and can be removed in a simple settling chamber. The sub-micro brown iron oxide particles from steel works furnaces and converters have negligible falling velocity and may travel hundreds of miles before settling. Problems of efficient gas cleaning large electrostatic precipitators costing more than £100,000 are employed. The oxygen requirements of a man at rest are satisfied by breathing at 15 litres a minute rising during heavy work to some 60 litres a min-

The rate of heat loss from the body depends on, among other things, the air temperature and humidity, the rate of air movement, and the mean temperature of the surroundings. An adult at rest generates about 100 watts increasing to 400 watts with heavy manual labour. For dissipation of the latter quantity the air temperature must be lower than that suitable for sedentary workers. Air of average relative humidity the suggested temperature for light work being 16-17°C and for heavy work 13°C. The figures can only be approximate, varying with age, race and usage.

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Insulation too often an afterthought

by Edward Townsend

Investment in heating system controls and building insulation, both domestic and industrial, in Britain is generally regarded as having been abysmally low.

Even with this year's startling rise in fuel prices, which have given heating bills far more significance particularly for companies operating large factories, there is little indication that many of them are prepared to spend money on obtaining the maximum fuel economy and reducing heat loss to the minimum.

Ironically, one of the main causes of increased costs, the energy crisis, should also have provided the impetus for higher investment in heating system controls.

One leading heating control manufacturer reflected recently that government practice in Britain had been to provide incentives for industry to pursue socially or nationally beneficial investment policies, such as grants or industry to move to development areas, grants and allowances on capital equipment, and special grants under the Industry Act. Yet the Government seems to have turned its face against any kind of investment

grant to stimulate energy conservation", he said.

It is pointed out that in Ireland the Industrial Development Association provides grants up to 25 per cent for private sector investment in energy conservation research or installations. And there are undeniable and sometimes exceptional savings to be achieved in a well-insulated building properly served by good heating controls.

The tendency in Britain has been for buildings, particularly factories, to be constructed at the lowest possible cost. Heating systems used have therefore tended to be those with a low initial cost but a steep operating cost based on previously cheap fuel.

The Insulation Glazing Association clearly believes that English companies have been short-sighted in not using really effective insulation techniques and materials. It says that insulation standards for new buildings in England and Wales are lower than those of Scotland, France, Germany, Scandinavia, the Netherlands, Austria, Switzerland, North America and Russia.

Insulation is too often an afterthought, and its expense that could be considerably less if it was

included in the planning stage and original specifications of the building. The IGA reckons that the cost of installing double glazing at the specification stage adds less than 1 per cent to building costs.

Now, with fuel economy having a vast economic and social importance on a national scale as well as within the walls of a factory or office, pressures are growing for the enforcement of more stringent insulation standards.

It has been suggested that tax incentives and local authority development grants should be introduced to encourage improved insulation of industrial and commercial premises and plants, and that local authorities should be similarly encouraged to install insulation in public buildings.

The problem with factory heating and ventilating, the latter often being more important, is that each plant has its own peculiarities and requirements. A huge car assembly plant with strong lights, big fume extraction systems, varying roof heights and draughty openings, presents a much greater challenge to the insulation contractor than the smaller workshop where people are perhaps seated at

benches engaged in intricate assembly operations.

Ventilation is clearly of crucial significance in any factory environment, but to be truly effective in energy-saving terms as well as protecting the health and well-being of workers, it must be considered in the whole heating and insulating context.

Heat loss from machines and processes, for example, also provides a challenge in the conservation of energy. It has been estimated in the United States that potential energy savings could be between 10 and 15 per cent as a result of good plant insulation. If a similar figure were applied to British industry's energy consumption, experts guess that, translated into oil terms, a saving to the nation of up to 500,000 barrels of oil a day could be achieved.

Meanwhile, developments in the insulating and control sector continue. A new type of waterproof insulation, for instance, has provided the opportunity to insulate buildings from the outside more simply, with the important additional advantage of lack of disruption to production.

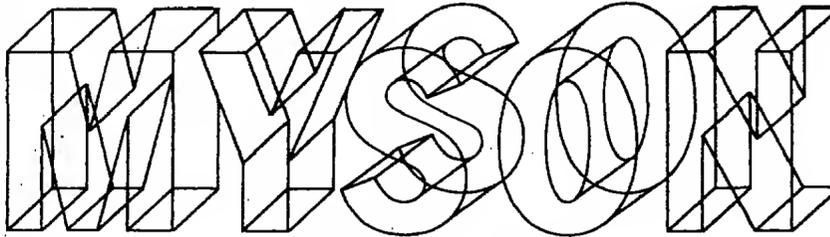
On the control side a new device, the Optimum Smart Control System, developed

by Honeywell, has produced some interesting results in government buildings. The system, a mini-computer technique which measures daily temperature conditions and calculates a suitable time for switching on the heating, was installed before the start of last year's heating season in 306 buildings with a fuel cost of more than £1,000 a year.

The capital cost of each installation was £1,500, and the total £459,000. Annual savings at 1972-73 prices were later estimated to total £262,000. This means that the initial cost should be recovered in two years, although rising fuel prices will tend to reduce the period. A further 800 public buildings are being converted and the annual saving in fuel is expected to amount to £150,000.

The device is fitted into existing heating systems and measures inside and outside temperatures, the capacity of the heating system and the thermal characteristics of the building. From these it calculates the best possible moment to "throw the switch" so that when people arrive for work the heat is at just the right level, and it turns off the system as early as possible at the end of the working day.

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Industry can benefit by controlled conditions

by Terry O'Gorman

Refrigeration and air conditioning.

Political and economic developments of the past few years have done little to improve the prospects for air conditioning. The lucrative opportunities afforded by a heavy office building programme of recent years are decreasing because of government restrictions on certain areas of development.

The promise of the wide residential market has been shattered, as much by restraints set upon the promotional activities of the previously enthusiastic and market-building Electricity Council as by consumer curbs. The much-vaunted Street or small central market has too well understood a two-year promotional and sales barrage, and remains to be breached by happier economic times.

These temporary setbacks have not reduced the air conditioning industry to a sorry state, but they have served to put a brake on the fast growth pattern of the past five years.

Nevertheless, areas of immediate promise remain. The computer industry has provided the air conditioning business with its bread and butter for many years, and presumably will continue to do so. There are hopes for the prospect of refurbishment programmes, and there is industrial air conditioning.

A survey of about three years ago established the industrial market as being about 38 per cent of the whole, with the differential set for greater disparity in favour of the large commercial premises business, thanks to the buoyancy of property development at that time. Present circumstances should lead to an increase of the industrial percentage, particularly if the air conditioning industry looks to the industrial market as an area to be exploited, rather than as a temporary expedient until the commercial sector recovers.

Most industrial air conditioning requirements are found in areas of necessity, but there are so many manufacturers unaware that their process or product could be improved by the use of air conditioning. Such is the opportunity.

An attraction for the user can be found in the ease and simplicity of installation which the advent of packaged equipment and systems has brought about. No longer need a building be torn apart to accommodate a complex plant. Site work is reduced; there is greater efficiency in selection and design, and application procedures have been speeded up.

The term "packaged equipment" is used loosely, as is much of the terminology of the air conditioning trade; huge liquid chillers with capacities of many thousands of tons of refrigeration are so described, as are small room air conditioners. But the correct application of the term is probably to be found in complete systems.

These comprise factory-matched refrigeration cycle and air moving components, performance which is factory set and engineered and factory-made assemblies of one or more finished cabinets designed to be installed in the field, leaving only electrical and, where relevant, water connections to be made.

Even more attractive to the industrialist is the

reclaim concept. The mechanics of providing a cooling function necessarily produce heat. This heat, formerly, as a general rule, rejected to atmosphere and now sometimes added to the heat produced by office or factory equipment, lighting and people, can be redirected to warm or heat cold areas as required. Many systems allow for its conservation until needed.

Some of the more important advances in the provision of controlled environments have arisen from the needs of high technology in seeking special conditions for the manufacture, assembly and testing of "critical" products.

Avionics provides an example. Covering the production of precise and sometimes complex equipment and systems used in controlling the flight of manned and unmanned aircraft, this industry must be meticulous in its production and testing techniques and in the facilities required for carrying them out. Thousands of lives depend upon it.

An early application for air conditioning was found in textiles where the temperature and humidity have a critical effect on product quality. An instance is found in spinning cotton. Unless the humidity is absolutely correct, there can be heavy losses of fibre into the atmosphere as well as a reduction in yarn strength which, in its turn, will cause many broken ends in the subsequent weaving process.

Aluminium and aluminium alloy sheet, plate, extruded sections and other forms, for end users to turn into products is carried out under high temperatures with cranes carrying pre-heated ingots from "soaking" pits to conveyor lines. The crane driver has to be protected from the intense heat generated. Air conditioning provides the answer, maintaining crane cabin temperatures at about 70°F, well under half the usual ambient temperature.

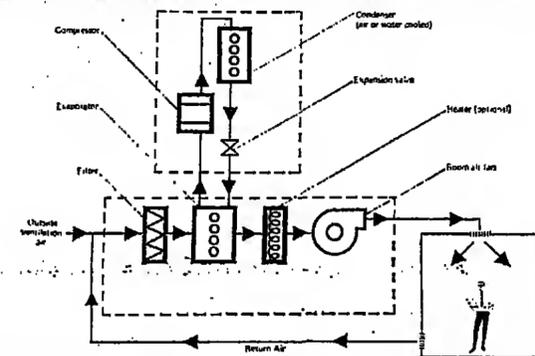
In the tobacco industry, moisture content is an important consideration. In conditions of high humidity the tobacco takes in moisture from the air, so increasing product weight. The manufacturer requires the highest possible moisture content without overstepping legal weight limits. The close control necessary can be achieved only by air conditioning.

Magnetic tape for computer peripheral applications is a good example of a product which must be manufactured under stringently controlled conditions. Because of the nature of the product itself, the materials used in its production and the close limits within which the final products must be supplied to the customer, the environment in which they are made must be dust free and subject to the closest temperature and humidity control.

Although many, somewhat crude attempts were made before the dawn of the twentieth century to control internal environments, it was not until shortly before the First World War that Dr Willis H. Carrier established the principles that brought recognition of air conditioning as a branch of engineering, as well as a science. These principles provide the basis of the discipline today.

Dr Carrier, now acknowledged as the father of air conditioning, would be gratified to see its use and application so heavy and widespread.

It is interesting to note that it was in industry that air conditioning grew and developed with the worldwide industrial expansion of the past 50 years, and that, in these economically depressed 1970s, it could well be industry that will keep the British air conditioning business alive, and provide the base for its eventual return to fast growth.



The layout of an air-conditioning system, whether employing an air or water-cooled condenser.

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THE PUBLIC MORALITY

Well before the election, and therefore before the leadership of the Conservative party had become an immediate issue, Sir Keith Joseph was pondering a series of public speeches in which he would reassess Conservative principles and attitudes in the context of the day. His speech at Preston on inflation, unemployment and the money supply was one of the aeries. His speech at Birmingham on the family and civilized values is another.

The second of these speeches does not possess the intellectual rigour of the first, but it has other virtues. It challenges the primacy that politicians have awarded to economics. This is not the best moment to make that challenge effective, just when the economy of this state and the international system to which it is embedded are in danger of spinning out of control. But the grounds on which the challenge is based are of permanent importance: that "the economic situation is not an independent variable"; it reflects the condition of political life and of opinion; and these in turn are associated with the personal morality prevalent in society at the time. Sir Keith Joseph's strictures on prevailing attitudes in these matters are exceedingly severe—*moribus antiquis staret Roma*. One has the feeling of being addressed now by the elder and now by the younger Agave. But the perspective is based on a vision which he paints, and their attendant consequences in social distemper, is plainly recognizable.

Sir Keith Joseph is also prepared to call in question some of the most securely entrenched policy assumptions of the times.

That is also a political virtue, though not one that is automatically rewarded with the laurels of leadership.

Whatever we may have thought fifteen years or so back, it is our right and duty to question, in the light of experience, the rapid expansion of the universities, and the belief that by increasing the number of undergraduates we necessarily multiply the benefit either to the young people concerned or to the nation.

That needs saying, not as a prelude to turning off the tap of higher education, but in order to draw from the requirement that fresh justification be given for the programme better-considered objectives for it and better-fashioned means of achieving them.

These virtues of his speech do not conceal its flaws. About one of them there has already been a bullabalo. Sir Keith Joseph's brief excursus into eugenics was bound to raise the roof since he introduced into its distinctions of social class. If, however, attention is paid to what he had to say on the subject and not to the infelicities included in his manner of saying it, very little divides Sir Keith Joseph's interrogative advocacy of more active contraceptive services from all those who have been arguing on social grounds for the public extension of these services. Both he and they are saying that a high proportion of "unwanted children" become a social burden in one way or another. So it is ironical to find among the first

to denounce Sir Keith Joseph some of those who have been calling most insistently for the sort of measures he suggests.

A more serious weakness of the argument of his speech arises from its character as a party political barangue. The constellation of trends, moral fashions and self-indulgences which he denounces under the general heading of "permissiveness" be associates casually with the theory and practice of socialism. That is a very large jump to make, and only the politically captive will make it with him unseem. The ubiquity and prevalence in western society of the attitudes to which he takes exception suggest that they are of more diffused origin than can be explained by the minority political cult of socialism.

Certainly there is a case to answer to Sir Keith Joseph's charge that "the socialist method would take away from the family and its members the responsibilities [for education, health, saving for old age, housing] which give it cohesion", and that personal morality would thereby be affected. But the changes in personal morality and thence in the public character of society which policies of that sort might be expected to make have to be examined with some care before they can reasonably be used for the wholesale condemnation of socialism from a moral point of view. It is not evident that encouragement of "permissiveness" is one of those changes. After all, in the most socialist countries, the "people's democracies", authority is least indulgent towards what is here complained of.

A LIFT FOR SOVIET-AMERICAN RELATIONS

'be first breakthrough in Soviet-American relations for more than two years, and the first for President Ford, has been signalled by Senator Jackson's agreeing to co-sponsor his controversial amendment to the Trade Reform Act. It all goes well the Soviet Union will now get the most-favoured-nation treatment which has been locked by Congress for two years. It will also get easier credits and credit guarantees which should do a lot for long-term contracts with American firms.

Trade between the two countries should therefore increase faster than it is already doing, and political relations could improve, but the immediate significance of the announcement is that the Soviet Union appears to have bargained an internal political concession for the return of the Bill to the Senate. Dr Kissinger said the Soviet Union will allow emigration to cease and will stop harassing Soviet citizens who apply.

Needless to say, the Soviet Union has not made any public commitment. In fact only last week Mr Brezhnev told the United States-Soviet Trade and Economic Council: "Any attempt to make conditional the development of trade and economic relations by putting demands on the Soviet Union on questions which have no connexion with

the trade and economic field and which fall completely within the domestic competence of states are utterly irrelevant and unacceptable."

It seems unlikely that the Soviet Union will take a different line in public. No state likes to be told how to run its internal affairs, and the Soviet Union is particularly touchy on the subject. Yet clearly some understanding has been reached, and the Soviet Government knows that the Jackson amendment still reserves for Congress the power to withdraw the concession if it feels that the Soviet Union is not keeping to the understanding.

Almost certainly the main reason why the Soviet Union has been willing to allow even more emigration than it allows already is that it regards its political and economic relations with the United States as more important than almost anything else. It needs these relations because it needs international stability both to avoid dangerous and expensive confrontations and to concentrate on its own social and economic development. It also needs American technology to modernize its industry and to help in the exploitation of its vast resources.

It has also found that it can tolerate a lot of Jewish emigration without any threat to its internal security. In fact the emigration of Jews is probably not unpopular in some areas of Soviet life. But this does not mean that the west can always

bank on negotiating for internal changes in the Soviet Union. It certainly cannot expect changes that would really threaten internal security, for that has an even higher priority than relations with America. It must also be realized that if détente is to make any sense it must be to the advantage of both sides. It must help to stabilize world peace and to foster mutually beneficial trade and interdependence. Hence the Soviet Union is not wholly to the position of a *demandeur* to whom conditions can be dictated. The west also stands to gain from détente and must therefore calculate its demands with care, and with coocero for their realism.

Nevertheless, the example of the Jackson Amendment is valid to the extent that it demonstrates the existence of a real and often valuable relationship between international agreements and internal policies. Western public opinion will not endorse east-west cooperation if it is sufficiently aroused by the denial of human rights in the Soviet Union, while even in the Soviet system there are political forces which could react if pressed too hard—it is not impossible to imagine some equivalent of the Jackson Amendment in the Soviet Politburo. But even at a more general level cooperation is bound to be affected by the extent to which the values of the two sides and their views of the world are not identical but at least compatible.

David Wood

Mr Powell's return from the wilderness

return of Mr Enoch Powell to the House of Commons would have more of more than personal importance whenever it happened. But Westminster resurrection looks a portent when it coincides with leadership crisis in the Conservative Party involving Mr Heath and his policies that he has compromised over eight months in the wilderness. Powell comes back tomorrow to the House of Commons to find his policies fulfilled: a Conservative Party for a new man with an old, old message. For Mr Powell it must be a time when he may predict the event; he spared himself nothing in toiling to ensure

et, in circumstances of vasty west, he makes his return to Westminster as a time when he may mortal blows at Mr Heath with any hope that he can himself die a Tory." Mr Powell has a apt to say, and there is a strong number of Conservatives in outside Parliament who feel know exactly what he means. he happens also to be a Tory advised electors to vote Labour, but there are some Conservative and candidates who are less earned with the ditch he will in than the one he is prepared to

the misjudgment or the quix of his precipitate resignation Conservative member for Wol-

verhampton, South-West, last February and his decision to vote Labour, Mr Powell presumably wanted it to be understood that he no longer wished to remain as a member of the Conservative Party. Conservative Central Office keeps no central registry of membership, so that there can be no certainty. Possibly one or more of the several constituency associations in the Conservative Party retain him as their figurehead president. Certainly, now that he comes back to the Commons as a member of the Unofficial Ulster Unionist Coalition for South Down he will not automatically take the Conservative whip or be a member of the 1922 committee, the constituency for the election of any successor to Mr Heath. To help in destroying Mr Heath, as it turns out, he had to destroy himself.

Mark you, Mr Powell's self-exclusion from Conservative politics need not be permanent. For 50 years Ulster Unionist MPs at Westminster formed part and parcel of the Conservative Party, delivering their block of votes in Commons divisions in all seasons. Under Mr Whitelaw's regime as proconsul in Northern Ireland there was a mutual disengagement: Conservative Party managers wearied of pressures that sometimes seemed to amount to blackmail, and the Ulster Unionists felt the handicap of Protestant votes when they shared any of the responsibility for Northern Ireland policies. Yet, once the Conservatives had lost office in February, attempts began on both sides to revive the historic relationship. Conservatives needed votes in Commons divisions; Ulster Unionists, official or unofficial, needed friends.

Conservatives still need Commons votes, nor only in the new House forming tomorrow but in any future House where an increasingly English party requires a broader base; and the Ulster Unionists still need friends. There might be no stands, then, in which Mr Powell could, under a new Conservative leader, build a bridge between his past and his present; and once again he would be in the mainstream of Conservative politics, with a path to

the front bench opening up to him. It is a possible prospectus, though not yet probable. One hindrance would certainly be the resistance of the whole Shadow Cabinet and a majority of Conservative MPs, under Mr Heath or any other leader, to a retreat pell-mell from the Heath Administration's policies on Northern Ireland. As bridge-builder, Mr Powell would be bound to ask too high a price for a handful of Commons votes; if he asked for a lower price, his weakness as an Ulster Unionist would be quickly exposed.

That weakness is surely an element in Mr Powell's new situation. Nobody who saw on television the grim and worried faces of Mr and Mrs Powell towards the end of the count at South Down could doubt that they were crestfallen. Mr Powell had offered himself to Ulster not only as the most influential demagogue of his day but also as the only substantial politician in Ulster's service for a full generation. Though they did not spurn him, their gratitude was bedged by a reduced majority.

Nor is his status unqualified in the reckoning of his parliamentary colleagues from Ulster. Last week the Rev Ian Paisley was insistently on the telephone pressing for Mr Rees, the Secretary of State for Northern Ireland, to meet the representative leaders of the Ulster Unionist coalition. He mentioned Mr William West (no longer an MP), Mr William Craig, and himself, but did not breathe the name of Mr Powell. There were (shall we say?) Labour Ministers who drew an inference. Mr Powell is with the Ulster Unionists, yet not for the time being of them.

Nevertheless, at Westminster a portent he must be. With his Privy Councillor's privilege, he will not need to be a group leader to catch the Speaker's eye; and once again, deservedly, the House will fill to bear the only classical Conservative orator of our time. What good he may do for Ulster remains to be seen. What formative effect he may have on the Conservative Party, in its present neurosis, may be easily imagined.

Labour's policy for industry

From the Director-General of the Confederation of British Industry. Sir, I found today's letter (October 18) from Mr Norman Atkinson and six other Members of Parliament deeply depressing. How many times do we have to explain that to allow companies to retain more of their earnings to finance further growth and investment scarcely amounts to asking for a subsidy from public funds? It is this basic misunderstanding which lies at the heart of the Labour Party's proposals for future state intervention in industry.

To make the points specifically raised by Mr Atkinson's letter:

1 At no time has the CBI pressed the Government for unconditional and centrally subsidized loans distributed through commercial banks. We are asking for the relaxation of price and profit controls and for a more realistic level of corporate taxation in a period of high inflation and low growth—in other words for industry to have the chance to earn higher profits and retain more of the profits it does earn. This is quite different from a subsidy or from an "injection of consumers' and taxpayers' money into industry" as the contrary, at the moment the consumer is being subsidized at the expense of industry's ability to invest and provide jobs for the future. Equally Government is at present enjoying a revenue from the paper profits of stock appreciation.

2 Although it is true that some sectors of industry have been harder hit than others and by no means all companies are short of cash, the fact that something has to be done very quickly. We believe that selective assistance would be administratively cumbersome and would frequently miss the most important targets. By and large industry today is talking interdependence: that no one sector can be isolated from what is happening elsewhere. Mr Atkinson as usual exaggerates the market power of the major multinational companies. Reports we are getting show that large companies no less than small are affected by cash shortages and are cutting back on investment and indeed current production and jobs.

3 CBI believes the Labour Government's proposals for a National Enterprise Board and its subsidiaries, more important, irrelevant to the problem today. Even the White Paper (The Regeneration of British Industry) accepts that planning agreements could only be brought in slowly and with the cooperation of private industry. We are talking about a critical situation which must be alleviated in the next few weeks.

4 Obviously CBI would not wish to propose anything which would make the acceptance of voluntary pay restraint more difficult—and in this context we have welcomed the main principles of the TIC guidelines to wage negotiations. However, we do not believe that the effects of removing price controls would be nearly as serious as might be expected. Our calculations and consultations suggest that the total abolition of price control would add

less than 2 per cent to the retail price index over the next 12 months.

5 Finally, I can only ask Mr Atkinson to read your Economic Editor's very clear exposition today both of the scale of industry's current needs and of the CBI's present position.

Yours faithfully,
CAMPBELL ADAMSON, Director-General, Confederation of British Industry, 21 Torrill Street, SW1, October 18.

From Professor D. R. Middleton. Sir, In describing the possible injection of £3,000 million a year as "public subsidy of private enterprise at a rate of £8 millions a day", Mr Norman Atkinson and comrades appear to be forgetting that private enterprise are already subsidizing government spending to a far greater extent, by paying about £3,000 million a year in corporation tax and another £3,000 million a year in employers' national insurance contributions, quite apart from many other taxes.

The record of the nationalized industries since the war has been financially so disastrous that it seems strange for anyone to advocate extending nationalization to promote "our economic success through the rest of this decade". Since 1948 the nationalized industries' net assets has been less than zero on capital employed averaging about £20,000 million. This represents a massive waste of resources; and if the nationalized sector were expanded, subsidizing its losses would become an even greater burden on the remaining private enterprises.

Where does the government get funds with which to subsidize industry? Assuming that we are agreed on ruling out the printing press as a source of such real wealth, there are three possible sources: taxes from taxpayers, revenues received by government monopolies from consumers, or borrowing from domestic or foreign lenders. Which of these are Mr Norman Atkinson and his colleagues advocating: higher taxes, higher government monopoly prices, or further borrowing?

My own proposed solution to our economic problems is laissez faire, which I take to include widespread denationalization of the state monopolies and large reductions in taxes. Implemented over a fairly long transition period, this would leave consumers free to spend a far greater proportion of their own earnings as they themselves choose. The competitive process of the voluntary market economy would lead to the employment of resources according to individuals' wishes, not according to the coercive directions of politicians. We must remember that it is not the free market system that is now in difficulties, but the system of government interference with the free market.

Yours faithfully,
D. R. MYDDELTON, Professor of Finance and Accounting, Cranfield School of Management, Cranfield, Bedford, October 18.

Voting system changes

From Mr F. F. Mayer. Sir, Although I fully agree that the most important task of the newly elected Government is to overcome the economic crisis, I still believe that closely related to this objective is a change in the electoral system. I believe that the people in this country are no longer voting for one speaking candidate but more for the party he represents and which offers a specific solution to their general problems.

The fact that in spite of the February election the Liberal Party still gained over 18 per cent of the vote demonstrates that 18 per cent of the British people favour this party well knowing, however, from previous experience, that their votes most probably are lost due to the present electoral system. The following table shows how the picture would have looked if no votes had been lost:

Party	Per cent of votes	No. of MPs	Proposed proportional representation	Variance
Conservative	31.8	276	224	-52
Labour	39.8	312	350	+38
Liberal	13.0	11	20	+9
Public C	3.5	1	1	0
Others	11.9	10	10	0
TOTAL	100.0	635	635	0

The other table shows how unrepresentative the actual distribution of seats is:

Party	Per cent of votes	No. of MPs
Conservative	31.8	276
Labour	39.8	312
Liberal	13.0	11
Public C	3.5	1
Others	11.9	10
TOTAL AVERAGE	31.8	276

There are, of course, many other systems possible besides proportional representation, such as having the two candidates in one constituency who gain the highest number of votes to be the only candidates in a second election, should none of the candidates in the first election have gained more than 50 per cent of the votes.

I truly believe that this subject is of the utmost importance and that serious attention should be paid to it by everyone who can contribute ideas and thoughts on changing the electoral system. If one should decide to take the opinion of the British people by a referendum, it is this subject that should be chosen rather than whether or not Britain should remain a member of the EEC.

Very truly yours,
F. F. MAYER,
4 Kingsmere Road, SW19, October 16.

Conservative leadership

From Mr A. J. Turner and others. Sir, When Mr Heath steps down as Leader of the Conservative Party, long and careful consideration must be given to his replacement: the succession must not be resolved in favour of a "natural successor" as you call Mr Whitelaw without due regard to the party's future and the reasons for its past failure.

Mr Whitelaw's last policy—while praised at the time for its "moderation" and bipartisan acceptability—was responsible for the loss of 11 MPs from the Conser-

Research on hairs

From Mr David Kershaw. Sir, I read with interest your Science report (October 15) on the work of Dr Lincoln, of Liverpool University, in Norfolk, though it seems strange that he should have had to kill about 250 and 460 rats just to tell us that they like mating in the Spring.

May we expect soon to read a Science report on how his activities upset the ecological balance of the island of Sodor?

Yours faithfully,
DAVID KERSHAW,
70, Hurlingham Court, Ranelagh Gardens, SW6.

Oak-planting admiral

From Mr N. L. Stewart. Sir, Lord Collingwood's oak planting was better rewarded than Mr Walker (October 15) allows. His trees matured to provide the necessary non-magnetic material for the large force of minesweepers constructed of wood in the early fifties, when we found ourselves facing a strong mine threat. This threat remains: the ships continue to serve the Royal Navy well and have performed a mass of tasks outstandingly.

I am, Sir, etc.,
N. L. STEWART,
Meon Lea, Drove, Nr Southampton, October 15.

Prisoners in control units

From the Director-General of the Prison Service. Sir, In his letter of October 15, Professor Goode adds to the volume of concern which has been expressed about the new control unit at Wakefield Prison. May I be allowed to clear up some of the misconceptions in which his and other criticisms is based?

Firstly the accusation of secrecy is nonsense. As long ago as May 1968, when the Home Secretary explained in considerable detail in Parliament and at a press conference why the units were being set up, the sort of prisoner for whom they were intended and the regime that would obtain.

The location of the two units proposed, Wakefield and Wormwood Scrubs, was reported in Parliament in January of this year and in July Parliament was told of the imminent opening of the Wakefield unit. Full details of the units have been available throughout and indeed a great deal of information was given to the newspaper which claimed exclusive disclosure of our grim secret.

Secondly it must be understood that there is no question of prisoners with personality disorders, the inadequate, the sick and those who are already in trouble. Prisoners who are already in trouble are not sent to the control units. These exist solely for those mercurially fit prisoners who are determined and persistently undermine and disrupt prison life wherever they are confined and make life intolerable both for staff and other prisoners.

It is true that the decision to send such a prisoner to a control unit is taken administratively, but there is a Governor's Committee of Special Safeguards over and above those statutorily required for re-

moral from association under rule 43 in the prison rules have been introduced. Each and every case submitted by a Governor is required to be fully documented and to be screened with scrupulous care under a new procedure involving the Regional Director and then the headquarters of the Prison Department. After a prisoner is allocated to the control unit, his continued exclusion from association is approved by rule 43 and requires bi-monthly approval at unit less than monthly intervals.

The regime severely restricts the degree of association with other prisoners. But this does not mean that prisoners will be denied the benefits of ordinary activities and expert care that reports alleging "severe deprivation" have suggested. Prisoners will associate with one another during their daily exercise period.

They also come out of their cells in wash, bath, collect their meals, and collect library books; they go over to the main prison for visits. These can work and study in the cells. The unit is regularly visited by one of the governor grades, the prison medical officer, the chaplain, the welfare and education officers and the psychologist. Prisoners can see any or all of these on request.

Finally, I should make it clear that prisoners can petition in the usual way about their conditions or indeed about their transfer to the control unit; they can write to the MPs and they have all the normal facilities for making representations in the Board of Visitors. The entire Wakefield Board of Visitors has already been round the unit and all three prisoners were seen by the members.

Yours faithfully,
E. D. WRIGHT,
Home Office, SW1.

Trafalgar Square

From Lord Reigate. Sir, There is one satisfactory feature about the proposals for Trafalgar Square. At least full public discussion is taking place at a stage when the proposals can be altered or disapproved.

Two years ago the plans for Queen Anne's Mansions were revealed to a dismayed and generally hostile public, but no late for action. The Times described the building as a "secret monster". The same development company was involved in the debate in the House of Lords, the firm's policy was described in a quaint phrase as being "not to make a splash with their developments" (as if one could not make a splash with a lump like Queen Anne's Mansions). The company has now apparently learnt the lesson that goes properly to developers seeking publicity for their activities.

Similarly, the Westminster City Council, which, on that previous occasion, consulted 42 only of the neighbouring owners and residents, plus the Westminster Society (of whose standing and importance I am ignorant), have now sponsored an exhibition at the Grosvenor. Incidentally, the questionnaire given to visitors, which we are told will be taken into account by Westminster when a decision is made, is somewhat loaded. It begins with a statement "approving the proposals would bring several gains". Not all would agree and their views are no less pertinent. But so far so good, in that there is nothing clandestine happening.

I make no comments on the merits or demerits of the proposals. What I would wish to urge is that there should be a full public inquiry and that, in any event, the Secretary of State should "take the application". Proposals affecting the centre of the Capital City, around the Palace of Westminster, the Royal Parks and along the professional route through Trafalgar Square and Whitehall—are of national importance. The decisions should only be made, therefore, by the Minister responsible in Parliament.

Yours faithfully,
REIGATE,
House of Lords.

The Criterion Theatre

From Mrs Renée Short, Labour MP for Wolverhampton, North-East. Sir, On October 21 the Westminster City Council will be considering the planning application submitted by Trust Houses Forte for the redevelopment of the Criterion site. Their decision is vital in the future of the Criterion Theatre and it is hoped that the city councillors will realize that the theatre is a national asset and it is by rejecting this application.

The closure of this unique and historic theatre for an unspecified period, which could be years, would be disastrous and the fear of theatre people is that the Criterion would be lost to drama, not only during the period of reconstruction but permanently. For, although Westminster have expressed their intent that this building should be main-

Turn of the tide?

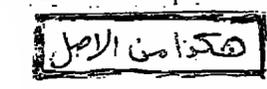
From Mrs L. Knowles. Sir, Mr Seifert acknowledges publicly the disastrous effects of high rise flats.

Mr Julian Crichtley acknowledges publicly that there is indeed a case for bringing back capital punishment.

Mr Wilson acknowledges publicly Mr Heath's call for unity.

Is this the turn of the tide? Soon, perhaps, we might dare uphold the policy believe in law and order, live on our own backyards and search for reds under our beds without being hailed as fascists—or am I dreaming?

Yours faithfully,
LORRAINE KNOWLES,
9 St Leonard's Terrace, SW3.



هكلاصن النحل

THE TIMES BUSINESS NEWS



Scottish site purchase by state steel puts private sector project in disarray

By Peter Hill
More than 1,000 acres of land at Hunterston, Ayrshire, have been bought by the British Steel Corporation as a site for a multi-million pound steelworks project.

decade as development at its other major coastal site at Redcar nears completion.
In view of the huge escalation in costs now being faced by steelmakers throughout the world the possibility of the BSC developing the site jointly with a foreign steelmaker cannot be ruled out.

Hunterston could become a major steel producing centre with an output of 10 million to 12 million tonnes annually and employing several thousand people.
What will particularly concern the parties involved in the private sector project—Ferrofered—is whether the BSC will allow Ferrofered's project to go ahead on part of the land now owned by the BSC, and the availability of the ore and coal terminals.

Expansion in money supply less marked

By Tim Congdon
In the four weeks to September 18 the money supply rose slowly on both the major definitions. According to figures released today by the Bank of England, both M1—the narrowly defined money stock—and M3, the broadly defined money stock, rose by 1 per cent in the period.

Lockheed's audit problems posing threat to Textron merger deal and TriStar finance

From Frank Vogl
Washington, Oct 20
A vast restructuring plan proposed in June by Textron Incorporated for the Lockheed Aircraft Corporation is running into difficulties. This will at least force an extension of the present November 30 closing date for the contractual agreements between the companies.

Textron could back out of the deal, which could be disastrous for Lockheed, should Lockheed fail to secure firm sales contracts for 180 TriStar jets by November 30. The company will not reach this total, having sold only 137 of the aircraft in data.

programme, enabling it to report profits; and it announced last month that its net earnings, assuming a successful 300 unit TriStar programme, for the first half of this year rose to \$10.8m (about £4.6m) from \$9.9m in the comparative 1973 period.

programme, and sorting through Lockheed's accounting system is apparently proving to be much more of an arduous task than Textron imagined. In the final analysis, however, Lockheed may be forced to make changes in its accounting practices and comply with any demands dictated by Textron.

BSC delivery record hits exports

Business News Staff
Attempts by the British Steel Corporation to build up substantial export business are being hampered by difficulties caused by the corporation's delivery record.

While the move is designed to compensate for the expected fall-off in earnings from United Kingdom sales, it is also geared to regaining some of the export business that the BSC voluntarily forfeited last year to support the home market.

At least one American company has expressed interest in buying from the BSC, and August Thyssen-Hütte, the German group, has also been in discussion with BSC executives. But doubts about the ability of the BSC to deliver the steel on time are a barrier.

12,500 idle as disputes close two shipyards

By Our Northern Industrial Correspondent
As the trade unions step up pressure on the Government to force an end to the small scale nationalization of the shipbuilding and repair industries, two major shipyards are today closed by pay strikes. Thousands of workers are already idle and many thousands more are facing lay-off.

pany says 7,000 staff employees will be progressively made idle during the next few days. A dispute over pay differentials, involving 2,300 ancillary workers, is being referred to the Conciliation and Arbitration Service, but they have refused to return to work while the inquiry is held.

Seven Hawker plants to hold HS 146 protest

By David Young and Maurice Cortina
Efforts to stop Hawker Siddeley from pulling out of the Government-backed HS 146 airliner project will take a new turn today when workers at seven of the group's plants stage protest meetings.

At the same time, the HS 146 could go "on the shelf" for a period until the outlook for world airlines improved. Mr Benn's officials have advised him that actual work on the airliner has not been far off estimate, whatever may be the dramatic revision of future costs submitted by the company in July.

Commonwealth Investment bank scheme endorsed

Melvyn Westlake
A private report giving full details to establishment of Commonwealth Investment bank is now in the hands of Arnold Smith, the Canadian Secretary-General of the Commonwealth Secretariat in London. It seems certain that the Commonwealth heads of government meet in Kingston, Jamaica, next April, they will give the green light to the bank's formation.

The report has been compiled by six experts who are advising the Commonwealth countries on the bank's formation. The report envisages that the bank would raise funds for investment from a variety of sources—international financial agencies, leading banks, finance houses and government aid programmes. Part of the funds disbursed would be on concessional terms and the bank would initially have an equity base of about £6m.

Threshold pay rise could mean dearer bread

By Hugh Clayton
With the grizzling of a further threshold wage increase, bakers will consider asking for a further rise in the price of bread, Mr Theodore Curtis, chairman of the Federation of Bakers, said.

But a further triggering of the threshold is a powerful catalyst to further claims for price rises. Also, the present pay and conditions agreement with the Bakers' Union is to expire at the end of next month. The industry is highly labour intensive and it is estimated that wages account for a third of the cost of producing a large wrapped loaf. Companies want the status under which they were able to claim their last price rise to be preserved.

Ford's pay concessions put Vauxhall on the spot

By R. W. Shakespeare
Ford's further concessions in the protracted wage negotiations now make its latest offer—still to be accepted at shop floor level—worth £68m. It gives most production workers the promise of immediate pay increases of more than £14 a week, with a lot more to come over the next 18 months.

inal Ford proposal, now abandoned in favour of the £68m offer, is due to run until April next year.
When the Vauxhall unions went to the management several weeks ago to claim an interim increase on the grounds that pay rates in the company had fallen well behind those in the rest of the motor industry, they were met by a flat rejection.

Spectre of redundancies

When he meets leaders of industry in his Budget plans the Chancellor will be told that the spectre of large-scale redundancies in manufacturing industries through the cost of meeting wage increases is more to be reported than the threat of companies going on to a voluntary four-day week.
Suggestions of industry going on to short time working were not endorsed yesterday by the Confederation of British Industry and the Ford Motor Company, whose £68m wage settlement led to speculation that workers seeking similar wage

increases would cause bank runs, which would be averted only if a four-day three-day week was introduced.
A spokesman for Ford said: "No such thinking applies within the Ford management."
In any case, workers in the engineering industry—in the sector of industry most likely to be affected by wage demands outstripping growth unless Government controls are lifted—are covered by guaranteed working week agreements.

Robert Lee International Manpower Consultants Limited
announces the opening of its Manchester office at Elisabeth House St. Peters Square MANCHESTER (Tel. 061-236 0285) on 21st October 1974

Gold mines face African boycott

Johannesburg, Oct 20.—South Africa's prosperous gold mines, the backbone of the nation's economy, face the threat of a political boycott by African workers from neighbouring nations, which supply more than 75 per cent of the mining labour force.
Such a boycott could cause a slump in production that would affect gold markets around the world.

Portuguese colony which is to become independent on June 25. Mozambique will be ruled by the Marxist-oriented Mozambique Liberation Front (Frelimo). Frelimo has made no official announcement that it will withdraw Mozambique from a 26-year-old labour agreement which provides another 100,000 miners to South Africa each year.

On other pages

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1984 Will it be a good year?
If you take out life assurance this year, the chances are you're thinking about 1994, or even further away in the future.
But what if you need money sooner than that?
With Scottish Provident, you can assure yourself of security in 1984 by taking out a Selected Period Investment Policy. Because you can write the maturity date on the policy after 10 years.
Without losing capital, and with profits. This type of policy is an invention of ours. It's been imitated, but never beaten.
It means that you're in command, while we make your premiums work for you.
It gives you security and profits. When you need them.
Ask your broker. Or fill in the coupon.

Management

Edited by Rodney Cowton

Flying high at a low cost and making a profit

Mr Reg Pycroft appears to have avoided most of the mistakes which have beset other firms in the travel trade. In a year marked by the industry as one of the worst financially on record, Jetsave, Mr Pycroft's travel organizing company, has managed to more than double its operating profit.

At a time when other travel organizers are only just managing to scrape together minimum obligatory financial guarantees, Jetsave is offering a separate "guarantee trust fund" to give total financial protection to passengers.

This will mean tying up reserves of between £2m and £3m, compared with only £500,000 required from it by the present Civil Aviation Authority bonding scheme. Furthermore Jetsave is prepared to operate its own protection scheme to overlap with the CAA system until such time as its replacement is agreed.

Mr Pycroft cites specialisation as one of the main reasons for his success. Jetsave deals exclusively in organizing low cost transatlantic advance booking charter flights through established airlines. It owns no hotels or aeroplanes.

Bookings are made through retail travel agents in the normal way.

Most of Jetsave's competitors are, like Airfair, part of the ill-fated Court Line group, components of vertically integrated organizations. They include such giants as British Airways with Overseas Air Travel, as well as Laker Airways with Laker ABC.

Jetsave, however, was the first in the field and says that it is probably the largest in terms of numbers of passengers carried. Its programme was on sale within hours of the government announcement in October, 1972, which set up the advanced booking charter scheme to replace the affinity group method of obtaining cheap fares.

There was, naturally, a lot of public interest in the facility which brought some transatlantic fares down to as little as £45 against £100 or more charged on scheduled air services. Previous schemes required passengers to be members of specific clubs or organizations and were subject to much publicized abuses.

As the first company actually to be able to sell this facility Jetsave received considerable initial impetus and managed to make a gross operating profit of £129,000 in 1973, its first year of operation.

Mr Pycroft, who had previously been dealing in the affinity group charter trade was well placed to take prompt advantage of the situation. He had set up links with Dan Air for travel to Toronto and Vancouver based on a long-standing relationship with the airline.

America's Trans World Airlines agreed to take Jetsave ABC clients to New York and Los Angeles, although the latter destination had to be abandoned in the first year because authorization for the scheme came too late.

In threading his way through the maze of international regulations affecting airlines, Mr Pycroft was aided by a career as an airline employee with a variety of companies (he started as a cabin crew member).

He set up in business on his own four years ago, when he "got fired one Sunday night" after a disagreement with his boss, with £1,000 capital and working from home. Dan Air was his first airline customer at that time and the close relationship with that company dates from then.

The operation was also aided by a "very sympathetic bank", although it is Mr Pycroft's boast that "it has never once been in the red since it started".

An example kept very much in mind when setting up Jetsave was that of supermarket operators. Mr Pycroft keeps to a limited product range and looks to high volume to balance the low margins on each transaction.

He also compares his function with that of a wholesaler in a manufacturing industry. A difference is that, unlike an ordinary wholesaler, Jetsave has no costly investment in storage facilities.

The real key to Jetsave appears, in fact, to be its tight control of costs. Mr Pycroft describes some former rivals as "all brochures and razmatz" or as being "all up front with no back-up".

The company operates out of London—from Horley in Surrey



Mr Reg Pycroft: set up business on his own four years ago when he "got fired one Sunday night".

—in a modern office block at rents of about £2 per sq ft. There are only about 40 full-time employees to handle the turnover which this year is expected to total £4.7m (yielding a gross operating profit of £400,000).

The biggest overhead is in financing and booking commitments with airlines and these, of course, are open to negotiation and depend on the trading relationship with the organizer.

As the Airfair collapse showed, many airlines had not received payment until after travel had been completed.

There are also elements of promotion and marketing expenses which clock up about £100,000 a year. Staff, all of whom Mr Pycroft praises very highly, have a share of profits besides their salary and are all "really interested in seeing the company succeed".

The rest of the profits are ploughed back into the business and at a time when other travel companies have difficulty in meeting existing targets, Mr Pycroft is talking of expansion.

This year, for the first time, a "pay over there" scheme, under which bookings for United Kingdom-originating passengers can be paid for in North America by friends or relatives, is offered. Eventually the company is considering bookings which will take Americans to Britain.

Patricia Tisdall

The Japanese way

Egon Zehnder International is a Swiss-based business consultancy with a cohort of associate officers in 12 branches around the world, including the United Kingdom. The international spread is its obvious strength in pursuing its speciality of upper echelon executive search, company mergers or acquisitions and top management audits.

Egon Zehnder's partner in charge of the London office is Robin Gowland, a Harvard with a 10-year spell in the Royal Navy—adds a European footnote to that debate. "The Germans with their distinctly defined two-tier boards have their problems. The advisory board almost always consists largely of bankers and so easily not understand a particular company's problems. Lack of rapport can be serious. So what happens when advisory and executive boards don't see eye to eye? There's no bridge, no intermediary."

Mr Ueda was enlightening about Japanese business attitudes. The basic reason why his countrymen are so addicted to trade missions, that often seem to come and go with great politeness but not necessarily with any apparent end result, is that it has to do with the Japanese businessman making up his mind.

"That," Mr Ueda said, "can take a long time. There was, for instance, the situation of an Italian chemical company. A Japanese company had already established a sales operation, but they still had to decide to go in on a manufacturing basis."

They sent five trade missions from Japan before settling on a decision. "At the end of the day, they made the final decision."

He added: "Mind, once the Japanese makes up his mind, then he works fast—very fast. There's no going back on the decision once it is made."

Apparently the ramifications of the well-known patriarchal structure of business in Japan has a good deal to do with this. There is the unwritten rule that a worker, once committed to a company, stays for life and a company also commits itself to that worker and his welfare to retirement and beyond.

Company decisions naturally take on the shape of group decisions. Mr Ueda explained: "Everybody effectively participates in it, at their different levels. It is a distribution of responsibility. The fullest information is available within the company."

Although the disadvantage is that decisions inevitably take longer, it means that everybody is aware of what is involved. When a decision is finally made, implementation is therefore fast and strong.

Mr Ueda sees less disadvantage in the Japanese system of promotion by seniority. There are, as you might say, fast lanes and slow lanes within the system so the brilliant man can get to the top as quickly as anywhere in industrialized society.

The debate over two-tier boards, with a supervisory board keeping its own executives, is a real one in

Irony of a paper shortage and Post Office losses

From Mr M. R. Mary
Sir, It has always puzzled me why the Post Office is run at a loss. Vaguely I have thought that it was because postmen are now paid proper wages.

Today, however, at the hospital where I work, 12 separate envelopes arrived from the London South Telephone Area, each containing a telephone account and a prepaid envelope. Ten of the envelopes also contained a printed notification of an increase in charges. (Incidentally, only one account was correctly addressed to the treasurer—most of them were made out to the hospital management committee, which ceased to exist last March.)

As someone correctly pointed out, each account was for a small sum. Does that mean that if we had 50 lines we would get 50 accounts? Can this be considered to be a sensible system?

Subscription rates rise by the British Standards Institution

From Mr G. B. R. Feilden
Sir, The report in your column of the annual general meeting of the British Standards Institution states that "Subscriptions are to rise by 50 per cent from next April".

This shows some misunderstanding of the situation. The meeting approved in principle the introduction of fixed membership subscriptions as from April 1, 1975, but decided that the actual rates as proposed should be reconsidered by the executive board in the light of comments by members, to be submitted in writing before the end of this year.

The proposal before the meeting was for rates of subscription based for industrial companies on a combination of pay

LETTERS TO THE EDITOR

Professional accounting advice for taxpayers

From Mr B. Rose
Sir, On October 12, Miss Vera di Palma made the very sound recommendation that a taxpayer who had omitted to disclose income on his return should seek professional advice.

Although she is a well-known accountant and writer on tax matters, she modestly refrained from recommending that professional accountants should be sought from the accountancy profession. As a fellow-accountant, I find myself in a moral dilemma when I am approached by taxpayers in these circumstances.

The recommendations of our professional bodies and of writers who cater for our professional needs, give reasonably clear guidance on the attitude which we should adopt, and which we should recommend our clients to adopt.

My experience is, however, that if the taxpayer were first to have consulted members of the legal profession, he might have received diametrically opposite advice to that which we offer him! Furthermore, his disclosure to his lawyers would have been privileged, whereas those to ourselves are not.

It is quite clear to me that as non-lawyers, accountants could not possibly give the advice which some lawyers give, as accountants are not lawyers. In such cases, there are cases in which they would be wrong to give the advice which we would give.

Would Miss di Palma and her professional body agree that at the very least, accountants should be given a measure of available advice (and of course these extend beyond the accountancy and legal professions) should be placed in front of the taxpayer before professional instructions are taken; and that, as an accountant, he should be consulted in relation to the taxpayer can differ according to whether or not he has previously acted for that particular taxpayer, who should therefore be advised accordingly?

Yours faithfully,
B. ROSE,
Blundells House,
Blackburn Lane,
London, E17.

Felixstowe Dock and the PLA

From Mr John Lurch
Sir, The PLA do not want to fall out with Felixstowe and publicise this damage the reputation of British ports.

However, to put the record straight following Mr Gordon Parker's letter which you published yesterday (Oct 17), I must state that a container line which used Felixstowe for over a year until June 1974 transferred their business to the port of Tilbury. It has considerable growth prospects. It is not an American concern and I suspect that Mr Parker has been confused over this point.

I am sure that the Ports of London and Felixstowe will continue in healthy competition and try to take each other's traffic whenever the opportunity presents itself.

Yours faithfully,
JOHN LURCH,
Director General,
Port of London Authority,
World Trade Centre,
London E1.

Germans open Welsh brake plant

By Clifford Webb
Alfred Teves, the German company which is Europe's largest manufacturer of motor vehicle brakes, has started production in Britain. A new 45,000 sq ft factory at Ebbw Vale, South Wales, is producing master cylinders and will shortly add brake calipers.

But the entire output is being shipped to Germany for incorporation in the complete brake systems being manufactured and assembled at Teves' home plants.

At the London International Motor Show, Herr Rolf Liebergesell, Teves' director of marketing, said this did not mean that Britain was being used as a cheap labour market to help contain soaring production costs in Germany.

Neither, he said, a defensive measure intended to hit British brake manufacturers in their home market.

Teves, a subsidiary of International Telephone and Telegraph, the giant American corporation, claims to hold 85 per cent of the German disc brake market. But it has been coming under increasing pressure from DBA, France, which is similarly owned by an American group, Bendix, Girling, the Lucas brake subsidiary with plants in France and Germany, and Automotive Products, of Leamington.

They have all been undercutting Teves' prices which were widely regarded as high. The result of this fiercely fought battle for Europe's £350m brake market has been a general levelling down of prices.

Knitwear industry concerned about EEC textile imports policy

By Peter Hill
Britain's knitting industry is concerned about the implications of the recently agreed formula within the EEC for the more equitable sharing of low cost textile imports from developing countries. Leaders of the Knitting Industries Federation and the National Union of Hosiery and Knitwear Workers are seeking an urgent meeting with government ministers.

In a letter to its members, the KIF explained that the EEC was now considering its policy towards imports of knitted underwear and outerwear from Hong Kong, Taiwan and South Korea in view of the inequitable way in

which these imports were at present shared among member states.

The federation stated that it would have been expected that the United Kingdom Government would have thrown its weight behind a policy of regulation of the annual rate of increase in these imports and the application of the fair sharing formula.

"This is apparently not the case. Not only are they insisting on the most stringent proof of actual disruption but also that this proof should be given by each member state," the KIF stated. It claimed that it would be impossible for those states which have in the past refused

to admit these imports, to provide such proof.

The federation stated that the industry in the United Kingdom has already lost a considerable share of the domestic market to imports so that now United Kingdom producers are supplying only about 60 per cent of the British market.

The federation has urged its members who are affected by the low cost imports to make representations to their local MPs and Members of the European Parliament.

Meanwhile, the British Man-made Fibres Association announced that production of synthetic fibres in August was the lowest monthly total for two years at 48.5 million kilograms

Air pollution control costs BSC £11m

British Steel Corporation is to spend £11m on air pollution control equipment at its special steels division works at Aldwarke, Rotherham, at River Don, at Stocksbridge, and Tinsley, near Sheffield.

The £11m is the investment involved in installing secondary collection units to eliminate red iron oxide fume discharge through melting shop roofs. The first such installation costing £2.5m, is now nearing completion at the Templeborough melting shop in Rotherham.

Another £2m is being spent on a new computer centre at Aldwarke. It will be part of the Corporation's programme to support the corporation's main development plant.

Industrial research organizations in six EEC countries have formed a joint association. The Federation of European Industrial Co-operative and Research Organizations involves national organizations in Britain, Denmark, France, The Netherlands, West Germany and the Irish Republic. The Earl of Stanhope, director of the Committee of Directors of Research Associations, London, has been appointed secretary.

Scottish growth base
Mr Maitland Mackie, chairman of the NE Scotland Development Authority, says in his annual report that the area is building growth and prosperity on a firm, economic foundation.

Beyond the fringe
Business executives in Britain get more fringe benefits than those in almost any other country, but this advantage is often cancelled out by significantly lower salaries, according to a survey published last week. Author of the survey was Mr W. D. Paterson, an economist.

Exchange safeguards
Luxembourg's Banking Control Commission has ordered banks to tighten controls over their day-to-day foreign exchange operations. It told the banks to designate a member of the management committee to check operations daily.

Arab loan to Japan
A Japanese news service reported at the weekend that Japan had received \$500m (nearly £215m) as the second half of a \$1,000m loan from Saudi Arabia.

Business appointments

New director at Rothmans International
Mr D. L. Nicholson joins the board of Rothmans International.

Mr Simon Sachs, who has been an alternate director of Marks & Spencer since 1968, has been appointed a director. Mr Anthony Orton has been appointed an alternate director.

Mr Harold Bromley has been made works director of Masson Scott Thriswell Engineering.

Mr Leslie Priestley has been named as assistant general manager of Barclays Bank with responsibility for its marketing department.

Mr Robert Bull becomes president of the East of Scotland Association of Manufacturers.

The following appointments have been made by J. Lyons: Mr J. S. Garner, head of accounting; Mr W. S. Cox, head of fiscal planning; Mr P. Elcock, head of economic planning and statistics. Mr Garner has been appointed director of J. Lyons International. Mr Elcock and Mr Cox are already directors of that company.

Mr A. P. C. Thomson has been appointed to the board of Alexander & Cook.

Mr Keith Nicol has been made Director, Systems of Leaseo Software.

Mr Peter Whesley has been appointed joint managing director of Marston Lubricants.

Mr Alan Ellison has been made a director of Press Publicity Services.

Mr Peter Barlow, director of the American based international oil company is rushing the completion of its own analysis

of the Mexican oil field which is still in dispute between the United States and Mexico. The oil companies are discreet about what they plan, for competitive reasons. But it was learnt that at least one American based international oil company is rushing the completion of its own analysis

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Tenth guide to industry illustrates British decline

The tenth edition of *The Times 1000*, published today, over the past decade it has developed from mainly a statistical guide to the size and performance of British industry into a more comprehensive indicator of the level of business throughout the world. What has emerged clearly is the gradual decline of British industry in world terms and the improvement elsewhere, particularly in Europe.

In this current list there is little to suggest that at present, at least, British industry has been able to reverse the trend. The biggest industrial remaining in Europe in terms of sales, but Royal Dutch Petroleum (representing 60 per cent of the combined Royal Dutch/Shell Group) is fast catching up.

No British motor vehicle company appears in the top 20 in Europe in contrast to Germany, which has two: Volkswagenwerk AG and Daimler-Benz AG.

Imperial Chemical Industries ranks only as the fourth largest chemical company in Europe; Badische Anilin & Soda-Fabrik AG, Farbwerke Hoechst AG and Bayer AG (all German) are bigger.

Mexican find could spark new oil rush

New York, Oct 20.—Mexico's new oilfield is likely to start an oil rush to Central America.

Prohibited from exploring in Mexico, United States oil companies have been looking at the possibilities of near by Central America for at least a decade—but without much enthusiasm. Drilling has been spasmodic, and there have been no big oil finds.

But disclosures in recent days of the size of the Mexican oil find—which is still in dispute between the United States and Mexico—has renewed interest in Central America. Honduras and other Central American lands

are likely to get off a new free-for-all in Guatemala, British Honduras and other Central American lands.

The oil companies are discreet about what they plan, for competitive reasons. But it was learnt that at least one American based international oil company is rushing the completion of its own analysis

of the Mexican oil field which is still in dispute between the United States and Mexico. The oil companies are discreet about what they plan, for competitive reasons. But it was learnt that at least one American based international oil company is rushing the completion of its own analysis

Industry in the regions

Newcastle upon Tyne University will establish a research fellowship in the chair of Regional Development Studies in the name of the late Sir Sadler Forster, who with the support of this newspaper did so much pioneer work to secure a greater measure of government help in regional affairs.

The chair has been recently established although nobody has yet been appointed to it. The fellowship will be financed by the results of an appeal sponsored by the English Industrial Estates Corporation, the government-backed body responsible for holding advance factories and establishing industrial estates all over Britain, and the development trust of the university.

Target figure is £30,000, and though this seems little enough by present-day standards, I understand the money is only trickling in.

English Industrial Estates Corporation was the outcome of Sir Sadler's efforts to help the north-east region alone in four people employed (excluding shipbuilding) works at a corporation factory.

This adds up to well over 100,000 people who might not have had work but for Sir Sadler's imaginative proposals. This figure prompts the thought that if each of these workers contributed 30p, the Sir Sadler Forster Research Fellowship would be well and truly established.

The first thing the sponsors want to drive home is that research fellowship studies will not be restricted to the northern region. All regions with a need for development will come within the scope of the research.

Attention will be paid, of course, to the traditional industries such as coal-mining and shipbuilding as the

older areas offer against such facilities? Sir Sadler asked.

He then suggested that after a survey the Government should assist with the necessary finance or guarantee the establishment of several trading estates in various parts of the country, reducing unemployment problems such as these.

This, he pointed out, would encourage industrial enterprise. He went further and suggested that certain specified trades should not be permitted to start trading estates.

The outcome was the EIEC, which has been steadily establishing estates and building advance factories since the 1930s. Sir Sadler's suggestion of creating industry was never taken up in the form he outlined, but rather through what might be termed "negative control".

Evidence of the success of Sir Sadler's revolutionary proposals, supported in a strong leader in *The Times* of July 29, 1935, comes from Mr Barry Syrett, director-general of the EIEC, who points out that in the north-east region alone one

Controlling imports of oil

From Mr C. V. Lewis
Sir, In reply to the letter (October 14) from Lord Evans of Hunsbury it is obvious that this country should take strict measures in controlling the importation of oil. France is very sensible in restricting imports, tightening up of use by industry and forbidding the ridiculous temperatures of central heating as suffered in this country.

However, I beg to differ over Lord Evans's view that speed restrictions in the first place the proportion of fuel used by motor vehicles is only 15 per cent (as sensibly observed by France) and the 12

per cent reduction in fatal accidents achieved during the period of speed limitation at the beginning of the year is still being held at that figure. The majority of fatal accidents occur in built-up areas anyway.

Reports are coming in of reduced petrol sales owing presumably to the fact that cars are being used less, on account of fuel prices. Driving more slowly is a very dubious method of saving petrol in my opinion, for with my car I achieved no saving whatsoever during the last period of the 50 mph limit.

Yours faithfully,
C. V. LEWIS,
33 Church Street, Eye,
Suffolk,
October 14, 1974.

declined, but cognizance will be taken, for instance, Devon and Cornwall, where unemployment problems have arisen.

Communications, roads, ports and airports, which have a distinct bearing on regional development, will be included in the research as well as wider study of what Mr Syrett calls the "branch factory syndrome".

This involves the desirability of attracting head offices rather than branch offices in the belief that as expansion comes more jobs will be generated at a head office and merchant bankers attracted to an area which has a sufficient quota of decision-makers.

The research is not to be restricted to the regions of the north-east, but could even be that a contribution might come from the EEC. It is known that representations have been made in the appropriate quarter, but so far nothing has been forthcoming.

Professor Henry Davis, former vice-chancellor of Newcastle University, stresses the need for a wide-ranging examination of the national and international situation, firmly believing that not until all aspects of regional development have been looked at will it be possible to arrive at a suitable policy.

Exactly how much a British researcher will learn from overseas regions is an open question. The experience will show that British regions, particularly the northern region, and more particularly Newcastle University, have been favourite calling spots for researchers and administrators from overseas trying to sort out their own regional problems.

Over the years Newcastle has built up a sound basis of studies of the northern region and of regional problems in general. It is to be hoped that this will be further enhanced by the new chair of Regional Development Studies.

Finance for the fellowship is being handled by the development trust at Newcastle upon Tyne University.

Ronald Kershaw

BY THE FINANCIAL EDITOR

Permutations to solve industry's cash needs

Thinking on how to deal with industry's cash problems is becoming daily more refined. One idea follows another in rapid succession, only to be jettisoned as a complete solution, it becomes increasingly obvious that Mr Healey will need to produce a sophisticated package. Next year's 10 per cent industry's £3,000m financial deficit predicted for 1974. Harold Lever's plan for a new medium term credit facility may see to it that the findings of the wide ranging official review currently being done on the whole question of the provision and employment of capital in British industry. This will not be ready until the end of the year at least.



Sir Arnold Hall, chairman of Hawker Siddeley Group. Strong order books in 1975.

But if the Lever plan provides a quick solution, it is not her idea currently being untried, such as a moratorium for a year perhaps—on corporation tax payments. The chief it would offer is probably more apparent than real. Actual tax payments by many companies in any one year are low as only one third of the output shown in the accounts, mainly because of capital allowances. Companies with substantial new investment in development areas have reduced current tax liability for a year. Moreover where the production cycle is long, or where they have been hard hit by cost inflation, taxable profits are virtually non-existent just now. Their cash flow remains secure and tax moratorium would bring only minimal relief.

Hawker Siddeley More cash to come

However substantial the offsetting figures—pluses on contract revaluation and minuses for HS 146 write-offs—that go towards arriving at a £732m below the line exceptional surplus, the underlying trend at Hawker Siddeley looks encouraging enough at this stage. And progress has, apparently, been across a fairly broad front, with three-day working being harder in terms of supply than production disruptions. So, with little reason to suppose that progress will not be maintained over the rest of the year, we have earnings of comfortably over 50p a share in prospect. In addition, liquidity remains strong and there are still the net proceeds of the £17m de Havilland Canada disposal to come in.

Looking farther ahead, order books through 1975 look good and that should just about add up to adequate support for the year at 197p on a prospective p/e of around three and a half and yield of 9.8 per cent. Nor should the threat of nationalization of the aerospace side worry the market, particularly given that Hawker could be starting to face order gaps by the late seventies and will not now have its bargaining position weakened by a crippling HS 146 commitment. For the record, the aerospace side in 1973 accounted for around one-third of capital employed and some two-fifths of attributable pre-tax profits.

Interim: 1974 (1973)
Capitalization £90.6m
Sales £232m (£203m)
Pre-tax profits £21.6m (£19.6m)
Dividend gross £5.8p (7.9p)
Excluding Hawker Siddeley Canada.

Union Corporation Chances of survival

Firmness in the Union Corporation share price on Thursday and Friday was due to rumors that either General Mining may return to the fray or that Gold Fields of South Africa was about to improve its terms. But the package accompanying Genmin's partial offer would seem to indicate

this was a first and last attempt.

GfSA is, of course, another matter. While the whisper is that an extension to the present offer will be announced on Wednesday, one may well wonder whether GfSA can win any terms.

At present, 60 per cent of the 16.2 million shares are in firm hands, 49 per cent held by Consolidated Gold Fields and 11 per cent by Anglo American's Amgold associate. GfSA's historic high rating has in part been due to the relatively narrow market, together with the glamour attached to its mines. One can foresee that Unicorn shareholders, faced with a possible drop of 25 per cent in their calendar 75 income, must be regarded as potentially weak holders of new GfSA shares, suggesting a consequent sharp fall in the share price. Admittedly a resurgence in the bullion price could come to the rescue of GfSA, but then in terms of potential dividend receipts, Unicorn is also a beneficiary with some intriguing prospects up its sleeve.

With Consolidated Gold Fields already facing an overhang of 33 per cent in its GfSA stake—below 30 per cent it can no longer control capital issues—GfSA's room for manoeuvre in equity terms appears limited. The pointers are all for Unicorn emerging as a stronger animal at the end of the day.

George Kent Weighing up the sums

Unless we have still to see some unexpected twist in what has become something of a long-running story, the fate of George Kent should effectively be settled by tomorrow afternoon when GEC's extended offer closes. The assumption must be that, following a week of further consultations with Kent, the Department of Industry has finally made up its mind. And the way it has decided to vote its 24 per cent stake will, of course, decide the outcome. For if the Government opts for the GEC plan—as a result of which it would finish up with a 33 per cent interest in the ongoing business—the Bank Organisation, which would also retain an interest in the on-going concern, would obviously vote its 13 per cent holding the same way. And to make the situation watertight, GEC has already indicated that it has accepted 17 per cent acceptances from other sources.

If, on the other hand, Mr Benn decides that Brown Boveri's recent proposal, dropping its interest from 53 to 49 per cent is acceptable and consequently decides to cast his vote the way that the majority of the Kent workforce would wish him to, then the result will, presumably, be equally clear-cut in BB's favour. But whether or not that will represent the best deal for the general body of shareholders remains open to question. Taking the unquoted SMI share at a generous looking 50 per cent discount to asset value, would mean that the BBK share would need to command a market value of at least 20p to make up a package equivalent to the GEC 32p a share cash offer. This in turn implies a 77m capitalization for BBK, requiring pre-tax profits of around £3m for a (fully-taxed) p/e of 5. Clearly, that should not be impossible given turnover approaching £40m and the benefits of the BB links, while that kind of profit would also allow a 12 per cent yield on a 24 times covered dividend. The question is one of time-scale and for a substantial recovery in the status of equities.

"... we will", the Labour Manifesto said, "introduce new legislation to help forward our plans for a radical extension of industrial democracy in both the private and public sectors". Mr Michael Foot, as Secretary of State for Employment, has shown himself keenly interested in the concept, though it appears to be second in priority for him to his Employment Protection Bill. One can only hope that, before Mr Foot and the Government move, they will read a short pamphlet published by the Industrial Society before the election, entitled *Practical Policies for Participation*.

Its starting point is the recognition that a "participation" bandwagon is now rolling. All three political parties were in favour of some kind of innovation during the election. The CBI leadership is in favour, even if much of the membership is more lukewarm. The TUC, more surprisingly in view of its past record of favouring unfettered bargaining, has also swung round, provided that the arrangements are drafted

on its terms. The EEC Commission has published draft directives. In short, the bandwagon cannot be stopped. Please, therefore, says the Industrial Society, let us ask and answer some basic questions so that it has a chance of running down the right track.

The first point is that, like the perpetual contradiction between liberty and equality, there is an inherent conflict between participation and collective bargaining. There are many trade unionists (and many managers) who feel instinctively that their respective best interests are served by free collective bargaining, tempered perhaps by machinery for consultation; and who feel correspondingly uneasy about the element of decision sharing and burden sharing that participation inevitably involves.

So the Government and both sides of industry should first think through the issue of whether or not they want a system of real participation, with the consequence that the scope of collective bargaining is reduced. For collective bargaining is a process between two sides with, at base, conflict-

ing interests; while participation is not. Human nature being what it is, however, the probability is that legislation will advance to the statute book without much thought being given to this central conflict. Practically speaking, therefore, the main consideration should be given to ensuring (a) that, in the name of reform, serious damage is not done in the good parts of the existing system; and (b) that any new system has as great potential for constructive development as possible. It is in this context that this brief pamphlet is studded with common sense.

It argues that the debate about effective, satisfactory and satisfying "participation" has become increasingly concerned with the single issue of worker representation on boards of directors of a company. Yet the initiative, presumably, for participation is a mixture of things: a need for job security, a desire to be involved in management decisions which affect one's job, incorporate policy making, even (though not often) in corporate ownership.

Worker representation on whatever kind of board may help in these respects, if only as an earnest or symbol. But there is no guarantee that it will for the main rebuke is genuine consultation and fuller information throughout a company and this can be bad or good under any board structure or system of company law.

The pamphlet offers no blueprint. In fact it rightly argues that any attempt to impose a single blueprint would be a disaster. Its plea is that there should be a period of widespread experimentation with as diverse a range of systems and techniques as possible. Some will suit large companies, some small, some manufacturing, some service, some public sector, some multinational.

The two lessons from the late Industrial Relations Act must surely be that the experience of other countries is usually irrelevant and that a legal structure that does not correspond somewhat in some people's aspirations is worse than useless. Will a Labour Government repeat these mistakes over industrial democracy?

A participation text for Mr Foot

Hugh Stephenson

Vicious spiral that could lead to default on payments

In the absence of urgent action to bail developing countries out of their mounting economic difficulties, there is a serious possibility of heavy defaults on their rapidly accumulating external debts, or even outright repudiation of them—over the next few years.

Concern at this prospect is now evident within many of the principal lending institutions, including commercial banks in London and the multinational aid agencies. For payment defaults on a wide scale would further undermine confidence in the international money markets and cause yet more damage to the already badly battered world economy.

These fears have given an alarm signal being expressed about the desperately gloomy outlook for many developing countries over the next three or four years, particularly if there is a world trade slump.

With the total external debts of 86 poor nations totalling just over \$200,000m at the end of 1972, the potential magnitude of the problem is awesome.

These debts have been rising by between 16 and 17 per cent a year, and if they have continued to mount since 1972 at a similar pace, must now stand at about \$225,000m, or three times the level of outstanding debt in 1965.

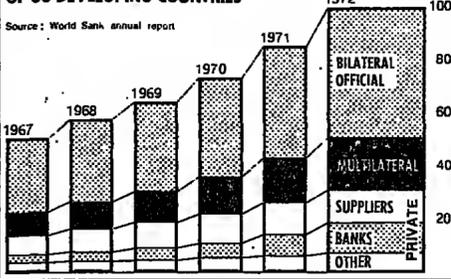
Moreover, only 29 countries accounted for more than 70 per cent of the total debt in 1972, excluding the main oil producing states. As a result of this rapid increase in external debts the servicing costs (interest and capital repayments) now account for some 17 per cent of third world non-oil export earnings. This leaves aside the additional outflow of many millions of dollars from developing countries each year as dividend remittances on the \$50,000m of private foreign investment within their territories.

For India and Pakistan debt service payments on official contractual debt alone, presently amounting to a quarter of all their export earnings, while for Egypt the proportion is almost a third. For at least seven countries the figure is more than 20 per cent.

In this context it may be significant that in the 1960s six Latin American countries defaulted on their external payments when the ratio of investment income outflows to foreign exchange earnings rose to between 20 and 30 per cent (there was, of course, little aid about as defined today).

Yet, in spite of their rising debts, the developing countries remain perennially hungry for funds. In recent times, riding the crest of a commodity boom and with the full assurance of the world banks, the mineral-rich developing nations

EXTERNAL PUBLIC DEBT OF 86 DEVELOPING COUNTRIES



have been borrowing enthusiastically in the Eurocurrency market.

It is estimated that since 1971 more than \$20,000m has been borrowed from this source. But now, suddenly, many third world states are being severely squeezed between the rapidly rising costs of their imports of oil, food, fertilizer and manufactured goods, and the declining market for their exports, as a result of the downturn in economic activity in the industrialized countries.

If this situation continues to deteriorate, some developing countries could be faced with little alternative except to declare a moratorium on debt repayments.

Ironically, this could happen at a time when the need for large new injections of foreign funds has seldom been greater. The World Bank gave warning in last month's annual report that economic growth in some developing countries could be almost negligible between now and 1980. Large-scale outside support would be needed simply to stop the poorest nations becoming completely bankrupt.

Mr Robert McNamara, President of the World Bank, believes that if even a modest improvement is to be achieved in the living standards of the developing countries, the net flow of capital from the rich countries will have to rise substantially in the next six or seven years, from \$20,000m in 1973 to \$53,000m in 1980—an increase of more than 160 per cent.

Two thirds of this increase is needed simply to compensate for the higher prices of commodities and services imported by the third world. A very large proportion of the additional sums would also have to be on extremely concessionary terms to the developing countries.

Yet with the chances of such a rise in foreign capital inflows apparently very unlikely, many

developing countries could conclude that the gains which would accrue from defaulting on their existing debt would more than offset the immediate loss of creditworthiness.

Already in many nations there are strong nationalist voices questioning the real value of aid which results in such a heavy burden. If the burden became still heavier, those voices would be likely to become more strident.

The political considerations could, in fact, weigh no less heavily than economic factors in any decision to suspend debt repayments. This is because, for many of those third world politicians who believe that there must ultimately be a major confrontation between the earth's rich and poor, the recent commodity boom appeared to present a very convenient vehicle for achieving this end.

With the commodity boom fading, and the prospect of economic disaster looming, a suspension of debt payments may be viewed as the only alternative way of keeping up the pressure on the industrialized nations.

The economic factors involved will clearly differ between countries. The mineral-rich nations account for much of the total third world debt, and future commodity prices will have a significant influence on their economic situation.

However, even those relatively more fortunate developing states (excluding oil producers) are likely to see little improvement in the terms upon which they trade (that is, the relationship between the price of their exports on world markets and the cost of their imports).

In the case of the poorest, but most populous, developing states, this relationship is forecast to deteriorate quite sharply between now and 1980. Three quarters of all third world exports are bought by the industrialized nations which now face high inflation and, conceivably, a major depression.

It is true, of course, that inflation will reduce the real cost of debt-service payments, but a sharp deterioration in terms of trade would soon eliminate any advantage to be gained from this. Moreover the capital requirements of the developing states also rise in times of high inflation.

Unless official aid is increased

commensurately with world prices its real value will decline.

At the same time, the quadrupling of the oil price and the changed economic conditions could destroy many of the assumptions underlying projects on which borrowed capital had been spent.

Loans for some of these projects came from banks in the Eurocurrency market, and there is some evidence that much of this lending took place with little prudent scrutiny and assessment.

If there were defaults on Eurocurrency loans this could present the lending banks with serious difficulties. It would also make them more cautious of renewing loans for other, unaffordable, developing countries.

Already there are signs that the developing countries are being squeezed out of the Eurocurrency markets by the increasing demands made upon it by these industrialized nations desperate to finance their own oil deficits.

Perhaps more worrying is the apparent exclusion of the third world from any traditional recycling of Arab oil surpluses, to which the rich nations are firmly asserting a prior claim.

No doubt the creditors of a defaulting country—both government and private—would be prepared in the event to permit both a rescheduling of debts over a much longer period and more manageable rates of interest. For some developing countries such a course could, therefore, be quite profitable.

Since 1956 there have been some 16 multilateral debt relief, or rescheduling, arrangements for eight developing countries covering debts of \$5,000m. There have also been 12 bilateral debt renegotiations.

It is thus no novelty. There may, however, now be a greater tendency on the part of developing countries to default selectively.

For example, there may be a disinclination to default on loans from oil producers, both because of a greater affinity between the countries involved and because of the developing countries' need for oil. But the onerous terms that the International Monetary Fund exacts from its borrowers have generated much resentment, and will probably not give that institution any place on a debtor's priority list for repayments.

Some IMF demands, like those for greater foreign exchange and trade liberalization, are held by some borrowers to have resulted only in the need for still more loans. It is further argued that as the IMF is a creature of the Western world it has a free trade philosophy which is harmful to developing countries.

These countries, it is argued, are forced to adopt measures that lead to a vicious spiral of mounting debt for them, but which benefit traders in the industrialized countries. It is the kind of argument that could be heard much more in coming years.

By Order of the Board, J. S. Kemble, Secretary.

Melvyn Westlake

Ford's show optimism for 1975

The 53,000 manual employees of Ford's rate today on a pay offer which just a few weeks ago most would have said was not even a remote possibility.

The company had been expected to try to buy off the few troublesome groups at Dagenham and Halewood, two main production centres, but to follow the lead already set by Vauxhall in refusing any general pay increases.

When it came, the proposal to scrap the existing pay agreement five months before it was due in force and to pay up £53m more than before, took the unions by surprise, although with the reflex actions of professional negotiators they maintained their straight faces and asked for more. The series of all-night bargaining sessions that followed pushed the offer up virtually to £68m.

Why, at a time when the rest of the motor industry was barely hiding its gloom and at least two major component manufacturers had put workers on short time, was Ford prepared to invest so much in future good industrial relations?

The answer is that Ford, virtually aloof of the British car makers, is optimistic about the country's economic prospects for the next year.

Ford is keeping its capital investment at the level of the past few years and banking on Mr Healey to produce a reflationary budget next month and keep the car market buoyant.

The company has also produced its own reassuring estimates of the rate of inflation over the next two years. It has not made these forecasts public, except to tell the unions that they are lower than their own estimate of 0.6 per cent per month increase.)

Nor have any figures been published for the efficiency improvements Ford expects to obtain in the next two years, to assess the claim that the deal is inside the social contract on productivity grounds.

During the first nine months of this year Ford increased its share of the domestic car market, mainly at the expense of Chrysler and Vauxhall. The latter and the Escort established themselves as the two top selling models, beating the British Leyland Mini into third place.

The total market fell from the record level of 1973, but is still expected to end the year at about 1,250,000 new cars sold, the fourth highest total ever.

The same is true of the export market, although there competition is going in much more of a head-on way. Ford has increased its export earnings so far this year and expects to finish up on last year's £369m overseas sales figure.

Ironically, considering the rumour of a few years ago that Henry Ford was considering switching production from Britain to West Germany, Ford of Britain can now produce cars at lower costs than its counterpart in Cologne and expects to make gains in the coming year wherever the products of the two companies compete.

Raymond Perman

Business Diary in Europe: Lead trap • For Smith read Sims

On the whole basis of the present evidence the lead cost of lowering the lead cost of production could be challenged as a result of a report to be published by a government department. In fact, industry sources reckon that if the report is in favour of the suggestion, it could mean the end of a recommendation to the European Economic Community for a concerted reappraisal of present government moves towards the massive reduction of lead in petrol.

All that has to do with an 18 month investigation by the United Kingdom Department of Industry's Warren Springs Institute into the effectiveness of a new type of lead trap near produced jointly by Continental and European investment.

Investment in European investment, of which the oil group Texaco, Associated Oils, the lead producer of petrol additives, the simplicity of the lead trap attracted world wide attention when it was announced in 1972. The fact that a silencer stuffed with molten steel wool coated with minimum oxide could be as effective as the more expensive heavy-duty silencers used in motor vehicles capable of sustained high speeds on low lead petrol.

Magnesium Elektron (a subsidiary of British Aluminium in which TI has a controlling interest).

Batches of 100 traps were produced for each type of car in the test programme. The traps chosen for installation were then selected from these batches by the Ministry men in charge of the tests. Tests one gaithers have largely borne out the consortium's claim to extract 70 per cent of the lead present in petrol. They also remained effective for at least the life of present silencing systems, and for much longer under some operating conditions.

A second and more detailed investigation of the silencing and economic factors involved is already nearing completion and will be published shortly as a stage two report.

Name change

Londonders' sang pride gave a knock to corporate frolic at W. H. Smith when the company changed the name on its biggest central London branch to Sims for a day—and nobody noticed. The exercise was part of a test of store names for a new development in Holland which is a joint venture with Elsevier, the Dutch publishing company. Partly because both companies were involved, and partly because the name W. H. Smith, it was thought, would be a familiar customer for Dutch speaking customers (who have difficulty in pronouncing the "th" syllable) the partnership sought a new name for the



A young couple striding past W. H. Smith's in Kingsway, London, and like most people passing by they noticed nothing unusual about the shop.

Dutch stores. The name "Sims" was finally selected and it was decided to test its appearance and acceptability in W. H. Smith's Kingsway branch in London.

Early this year the sign above the store was duly altered and WHS publicity staff stood by for inquiries from puzzled shareholders and financial journalists but did not receive a single call.

The name was found acceptable for this and other reasons and the first store under the "Sims" name opens in Zwolle 70 miles from Amsterdam this week. The WHS system introduces a new concept to Dutch retailing: 1) incorporates magazines, records and other leisure equipment in the same store as books. Traditional Dutch

retailers divide these sectors into specialist shops.

Belgian tip off

The affair of the £6m to £16m losses of Belgium's Banque de Bruxelles from illegal foreign exchange transactions is acquiring some rich political overtones.

What Belgium's governing Christian Democrats want to know is who tipped off the Belgian Socialist Party about the losses before they were made public last Monday.

The existence of some "curious figures" in the bank's accounts was discovered on October 8 at 3 pm, it transpires. The bank decided to keep the matter secret pending investigations and consultation. But

leaks forced an announcement on October 14.

Meanwhile someone involved in the affair at the bank itself, it is said, was in a position or at the National Bank—had tipped off the Socialists. They used their knowledge to harry the Government privately and to force a meeting with the Prime Minister, Mr Vandenberghe, on Sunday, October 13. The Governor of the National Bank has subsequently issued a statement denying that the leak came from any of his men.

Once the matter reached Parliament, the Socialists were in a good position to pose as alert guardians of the depositor's interests, and to call for draconian controls on the future operations of Belgium's leading banks. Since these occupy an even more crucial position in Belgium's industrial and commercial activity than in most European countries, it has been not unsatisfactory episode for the Socialists.

Italian fund

The growing difficulties of Italian industry are reflected in the latest statistics of the Cassa Integrazziona in the government fund for making up wages of workers put on short time or laid off.

These show that payments were made for 3,167,000 unworked hours in September, nearly three times more than the 1,200,000 hours of September, 1973. The figure is destined to rise again sharply this month, as it does not yet reflect the 71,000 workers put on a three-day week by Fiat.

ANGLO-CONTINENTAL INVESTMENT & FINANCE COMPANY LIMITED

(Registered in England—No: 51718)
NOTICE IS HEREBY GIVEN to the holders of the Share Warrants to Bearer of the Company that the 77th Annual General Meeting of the Company will be held at the Great Eastern Hotel, Abchurch Lane, London EC2A 2AN on Tuesday, 12th November, 1974, at 11.30 a.m. for the following business:—

- (1) To receive and consider the accounts for the financial year ended on 31st March, 1974, and the report of the Directors and the Auditors thereon.
- (2) To re-elect Directors.
- (3) To authorise the Directors to fix the remuneration of the Auditors.
- (4) To transact any other business of the Company competent to be dealt with at such meeting.

NOTICE IS ALSO HEREBY GIVEN to the holders of the Share Warrants to Bearer of the Company that an Extraordinary General Meeting of the Company will be held immediately after the Annual General Meeting has been concluded or adjourned at the same place for the purpose of considering and, if thought fit, passing a Special Resolution to approve the reduction of the Share Premium Account of the Company from £34,596,663 to £31,599,728.

Copies of the Annual Report and Accounts of the Company and the Circular and Notice convening the Extraordinary General Meeting of the Company can be obtained from The Secretary, 65-68 Leadenhall Street, London EC3A 2BA.

Holders of the Share Warrants to Bearer will be admitted to the Meetings on presenting a Certificate that they have deposited their Warrants prior to the day of the Meetings with any Authorised Depository in the United Kingdom.

Forms of Deposit Certificates (incorporating a Form of Proxy) are available from The Secretary at the above address.

Registered Office: 65-68 Leadenhall Street, London EC3A 2BA. By Order of the Board, J. S. Kemble, Secretary. 21-10-74.

FINANCIAL NEWS AND MARKET REPORTS

Fothergill & Harvey off to flying start

By Ashley Druker Opening results of Fothergill & Harvey for the 28 weeks to July 20 fully justify the confidence expressed four months ago. On turnover 31 per cent better at £4.6m, pre-tax profit more than doubled from £262,000 to £540,000...

volume. He gives a warning however that increasing costs and high interest rates may erode the envisaged profit performance. Break-up of divisions shows that commodity broking and dealing bring in 27 per cent of profit, commodity processing 11 per cent, general merchanting 13 per cent...

Telefusion now in good trim

Disclosing that the sale of its London rental television accounts brought in some £300,000 profit over book value, Telefusion also reports that it now has more rental accounts than on January 1 last. Rental income brings in the bulk of the record net cash flow of £7.8m...

St-Gobain snags in second-half

On sales up from 7,475m francs to 10,366m francs for the first six months (an increase of 39 or 30 per cent on the basis of equivalent structures) operating income of Saint-Gobain-pont-a-Mousson climbed 39 per cent to 709m francs...

Barr & W. Arnold

With profits from all its divisions (holdings, motor and computer bureau) all declining the pre-tax of Barr & Wallace Arnold Trust fell from £641,000 to £216,000 in the seven months to July 31.

Estate & Gen Inv

The board of Estates & General Investments says it has been informed by one of the directors, Mrs. J. Davidson, that her family interests in the ordinary capital has been reduced by the sale of 2.9m shares to Pwotling Holdings.

Results this week

TODAY: Brynild Holdings, Johnson & Firth Brown, Myddleton Hotels, Sirdany, Town Centre Securities, Interims: Davies & Newman, Furness Withy, Ernest Ireland, Metro Town & Central Properties and Oxley Fringing.

Brokers' views

Last week's upset in the financial sectors of the stock market fell chiefly upon shares in the secondary bankers. Shares in the clearing banks looked steadier by the end of the week...

Weekly list of fixed interest stocks

Table with columns: Stock Name, Latest Price, Prev Price, Dividend Yield, etc. Includes titles like Alb & Wilson, All-India, All-India, etc.

Bank Base Rates

Table showing bank base rates for various banks: Barclays Bank 12%, NFNC 13%, Hill Samuel 12%, C. Hoare & Co. 12%, Lloyds Bank 12%, Midland Bank 12%, Nat Westminster 12%, Shelleny Trust 12%, 20th Cent Bank 12%, C. T. White 13%, Williams & Glyn's 12%.

Euromarkets

A quarter point reduction in the prime leading rate of First National City Bank and Chemical Bank helped to promote a late rally in Eurodollar bond prices, reports AP-Dow Jones.

One United States banker in London said that the expected large fourth quarter rise in oil-producer investment was continuing to be placed in short-term investments. This investment would undoubtedly help to lower short-term interest rates.

Eurobond prices (yields and premiums)

Table listing Eurobond prices, yields, and premiums for various countries and maturities, including columns for Country, Maturity, Price, Yield, and Premium.

Commodities

The coupon rate was a record high for a Japanese convertible issue. The size was reduced to \$20m (about £8.6m) from the originally expected \$25m.

The offering at par was made with a very small conversion premium of 1328 per cent above the price of the common stock at the time.

Bond dealers meet: The Association of International Bond Dealers aimed to improve conditions on the Eurobond market by giving it greater liquidity rather than by tightening up regulations.

Unit Trust Prices—change on the week

Table showing unit trust prices and changes over the week, including columns for Unit Name, Current Price, and Change.

Price factor helps chipboard to weather economic storm

There was an almost full house at the recent American Metal Market forum at the Café Royal in London. Around 250 people from many parts of the world listened to the speakers with unusual tenseness, possibly hoping for some hint of better times ahead.

Indeed, after this column had questioned metal traders, merchants and bankers not only at the forum but at the London Metal Exchange dinner, and various other functions, it became an urgent necessity to parake of some quick refreshments to cheer oneself.

Results this week

Table showing results for various unit trusts, including columns for Unit Name, Current Price, and Change.

Commodities

Competition for shavings, etc. has been coming from the live stock industry and from the need to conserve high costing fuels, and once more wood is being burned to heat buildings.

There is a fair availability of round wood in the shape of forest thinnings but the high prices achieved for paper in recent years have led to the pulp industry being prepared to pay more than the particle board manufacturer.

Mr Ainge says that in many countries where wood is a major resource, manufacturers have fully integrated manufacturing capability, and many produce sawn timber, plywood, fibre building board, paper pulp and wood particle board.

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Commodities

There was an almost full house at the recent American Metal Market forum at the Café Royal in London. Around 250 people from many parts of the world listened to the speakers with unusual tenseness, possibly hoping for some hint of better times ahead.

Indeed, after this column had questioned metal traders, merchants and bankers not only at the forum but at the London Metal Exchange dinner, and various other functions, it became an urgent necessity to parake of some quick refreshments to cheer oneself.

Bond dealers meet: The Association of International Bond Dealers aimed to improve conditions on the Eurobond market by giving it greater liquidity rather than by tightening up regulations.

Unit Trust Prices—change on the week

Table showing unit trust prices and changes over the week, including columns for Unit Name, Current Price, and Change.

Bank Base Rates advertisement listing various banks and their rates.

Advertisement for Terry Byland, The Times Share Indices, and other financial services.

Advertisement for The Times Share Indices, listing various indices and their values.

Advertisement for Insurance Bonds and Funds, listing various insurance products.

Advertisement for Unit Trusts, listing various unit trust funds.

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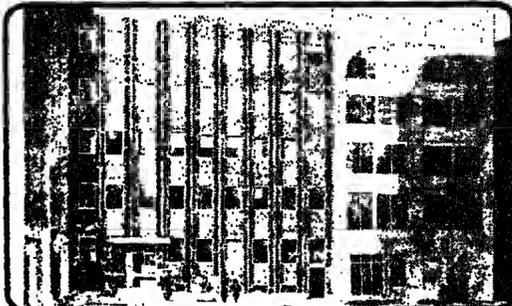
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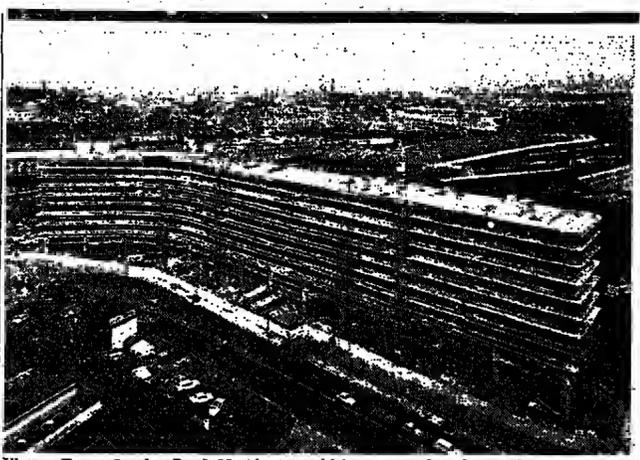
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Victory House, London Road, Manchester, which was topped out last week.

The shopping sector of the market is producing much activity, in spite of rising retail prices and the uncertain economic outlook. Schemes started some time ago are coming into operation and new proposals are entering the pipeline on a firm basis.

Shop plans arouse interest

In Northampton the shopping centre, which is the first part of the development corporation's Weston Favell Centre to be completed, is to open early next week. The shopping area, which has been built by Sir Robert McAlpine and Sons, is costing about £3.5m and provides about 210,000 sq ft of lettable floor space under one roof, with most of the shops on one single-level deck.

They include two large stores and about 30 smaller units, most of which have already been let. One of the large stores, of 58,000 sq ft, will be run by Jasco and the other, with 54,000 sq ft, by Super Centa, a joint operation between Key Markets and Lewis Selfridges, for whom this store will be the first of a planned nation-wide network of similar stores. Parking is being provided for 1,200 cars.

The remaining part of the Weston Favell Centre, which has been designed by the corporation's department of architecture and planning, will include a sports complex, a church, a day nursery and a school. It is expected to be in full operation by next spring.

At Hyde, Manchester, Fine Fare are to build a hypermarket on a site of seven acres as an extension of the town centre. With a total area of 110,000 sq ft, it will have a sales area of about 75,000 sq ft, of which 35,000 sq ft will be for food sales and the remainder for other domestic goods. There is to be parking for more than 800 cars on the site, which is close to a bus station. Building is due to start in January for completion in the summer of 1976.

The Hyde scheme is the biggest Fine Fare has under taken and the hypermarket will be the first of its kind in south Manchester, which has a population of more than 500,000 people. Planning negotiations for the scheme, which has a total permitted size of 156,000 sq ft, were carried out by Retail Projects Consultants, Ltd. In Sittingbourne, Kent, Swale District Council has

given permission for a film scheme based on Hulburd's department store, the development's promoters. The design, by the Clifford Davies Crawford Partnership, provides for redevelopment of the High Street end of Bell Road, enlargement of the store to about 50,000 sq ft, a supermarket of 40,000 sq ft, 29,000 sq ft of offices, a public house and parking for 600 cars.

It is planned to make the High Street a pedestrian shopping area. The development is regarded as the first phase of a larger scheme. Hulburd's are being advised by Houghton Grear and Co. of London, who are letting agents in conjunction with Mr Hugh Brackett.

After a delay of more than a year because of planning difficulties, work is to start next February on a new office block on the corner of Newhall Street and Charlotte Street, Birmingham. Costing about £3m, the scheme is by Norwest Hayward Developments and the design by Peter King and Jones. The main block will be 16 storeys high, giving 90,000 sq ft, but there will be a smaller block of 15,000 sq ft facing St Paul's Square, with a marble chip facing to blend with surroundings.

Part of the scheme is a multi-storey park for 650 cars, due to open at the end of this month. The offices are due for completion in 1977. Letting is through John German and Son, of Birmingham, and Frederick J. Pepper.

Costing about £2.6m, it will provide about 215,280 sq ft of offices. The site is to the south of the city centre on the corner of the Mancunian Way. Joint letting agents are Bernard Thorpe and Partners and W. H. Robinson and Co. both of Manchester.

In London, work has started on renewing the six-storey block in Drury Lane, which was formerly occupied by Bermans and Nathans Ltd, the theatrical costumiers. It is being extensively modernized as a headquarters building of about 42,000 sq ft.

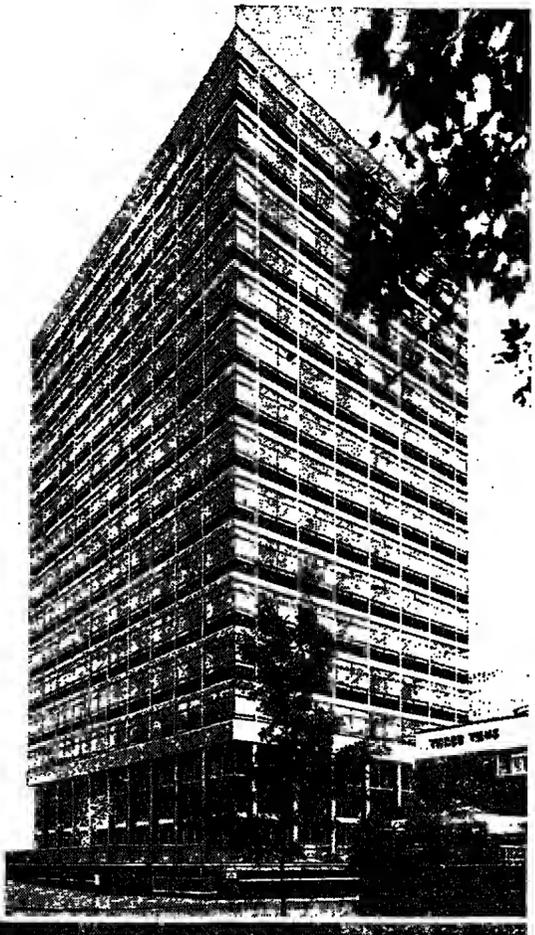
The architects are R. J. Cecil and Partners and completion is due in the autumn of next year. The scheme is being carried out by Grosvenor Square Property Co. and letting is through John D. Wood and Reiff, Diner and Co.

In Amsterdam, Centre Hotels (Cranston) Ltd, are adding a fourth hotel to their others in the city. Four eighteenth-century houses overlooking the Singel Canal, with a building of slightly later date at the rear, will form the façades of a hotel with 110 bedrooms. To be known as the Amster Centre, it is due to open about the middle of next year.

In the industrial sector, Cofield Industrial Estates have let the first unit, one of 14,300 sq ft, on their industrial and warehousing estate at Nottingham. The first phase, which is coming up to completion, provides units from 6,380 sq ft up to 14,300 sq ft. The total scheme, costing about £5m, on a site of about 34 acres and ultimately will provide more than 700,000 sq ft of accommodation. Letting is through George Hallam and Sons and Weatherall Green and Smith.

In Peterborough, Leigh Developments have begun the second phase of their warehousing scheme on the Old Tannery site at Fengate, adjacent to the development corporation's industrial estate. The first phase, with a total of 31,000 sq ft in units from 5,850 sq ft is to be completed by the end of next month. The second phase, which will add about 16,500 sq ft of warehousing and ancillary offices, should be ready by next March. The architects for the scheme are Fitzroy Robinson and Partners and the joint letting agents are Healey and Baker and Norman Wright and Partners.

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1,500 sq. ft. 1st floor office 5th floor. Rent £1,200 p.a.

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1,500 sq. ft. 1st floor office 5th floor. Rent £1,200 p.a.

ST. JAMES'S PLACE, W.1
1,500 sq. ft. 1st floor office 5th floor. Rent £1,200 p.a.

W.1
1,500 sq. ft. 1st floor office 5th floor. Rent £1,200 p.a.

COUNTRY PROPERTIES
LINCOLN
HOUSE DELIGHTFULLY SITUATED IN MUCH SOUGHT-AFTER UP HILL RESIDENTIAL AREA NEAR CATHEDRAL

HENLEY-ON-THAMES
DELIGHTFUL PERIOD HOUSE WITH ADJOINING COTTAGE, beautiful garden. In cul-de-sac within walking distance of Phyllis Court and town centre.

LONDON FLATS
LUXURIOUS MAISONNETTE HYDE PARK, W2
Beautifully fitted and furnished to a very high standard.

EAST SUFFOLK
Superbly graded 10th century farmhouse with open fireplaces, large garden and swimming pool.

19 MILES FROM IPSWICH
5 miles Debenham, 5 miles Olsa Stein line station. Newish line.

WEST SUSSEX
IDEAL FAMILY SEASIDE HOME
3 mins. beach and village shops, 60 mins. Victoria.

LINCOLN COUNTRY COTTAGE
12 miles North Lincoln, Lincolnshire. Situated in a beautiful area of rolling hills.

DULWICH WOOD PARK
City rail 15 mins. Luxury 2 bedroom semi detached house.

COUNTRY FLATS
WIMBORNE PARK, W.14
3 mins. beach and village shops, 60 mins. Victoria.

LONDON AND SUBURBAN
KENSINGTON, W.14
Modern luxury new-build detached house in prime location.

WIMPOLE ST. (N.R.)
3 mins. beach and village shops, 60 mins. Victoria.

RICHMOND PARK VIEWS
15 mins. beach and village shops, 60 mins. Victoria.

NORTHWOOD, MIDDLESEX
15 mins. beach and village shops, 60 mins. Victoria.

SUFFOLK
15 mins. beach and village shops, 60 mins. Victoria.

PUTNEY ROYALTY
15 mins. beach and village shops, 60 mins. Victoria.

WENTWORTH
15 mins. beach and village shops, 60 mins. Victoria.

PROPERTY TO LET
WEST SUSSEX
Beautifully enhanced detached house, 1970s. Accommodation 4 bedrooms, 2 bathrooms.

PROPERTY WANTED
DOMESTIC FAMILY, one child, looking for a property in the London area, preferably in the 10-15 mile zone.

GERMAN
Intelligent young woman with excellent typing skills, fluent in German and English.

TELEPHONE SALES
GIRLS
An efficient, helpful telephone saleswoman with 2 years experience in a leading company.

THE INN FOR ALL SEASONS
An excellent gift of good background to help other similar to run happy Christmas Inn. Live in Inn, Super accommodation, Super Job.

15 WEEKS PAID HOLIDAY
Teachers of shorthand & typing, and of dress-making, and general office work.

TERRIFIC SPOT IN PERSONNEL!
Excellent career opening for a young woman with excellent typing skills.

WEDGWOOD-GERED
Requires intelligent girl to sell china to overseas visitors in their present Street and Piccadilly shops.

PUBLISHERS
Publishing Manager seeks experienced copy editor for a leading London publication.

INTERVIEWER (female) 24-29, required for a specialist agency in the City of London.

SPECIAL SPOT FOR BOOKKEEPER
Bookkeeper for a leading London company, excellent salary and benefits.

OH, WELL, It's Personal, And It's the Heart of the Matter
A leading London company is seeking a highly motivated individual.

GRADUATES WITH SECRETARIAL training for temporary office work, excellent salary and benefits.

RECEPTIONIST/TYPIST
Receptionist and typist for a leading London company, excellent salary and benefits.

FOUR DAYS A WEEK, £2,000, as Receptionist for a leading London company.

UNUSUAL OPPORTUNITY
Unusual opportunity for a leading London company, excellent salary and benefits.

SECRETARIAL
SECRETARY/ PERSONAL ASSISTANT
The Managing Director of a private group requires confidential secretary/personal assistant.

STELLA FISHER IN THE STRAND
Young Secretary/Shorthand Typist is required by small Radio Company. Opportunity to become involved as ideally a girl with an interest in music, pop and the arts.

DIRECTOR'S P.A.
Offered to first-class senior secretary to assist charming Director of International Group.

PA/SECRETARY (Over 21)
Required for Managing Director of International Group, excellent salary and benefits.

SECRETARIES FOR SOLICITORS
Secretary for a leading London solicitor, excellent salary and benefits.

DO NOT MISS THE TIMES RECRUITMENT DOSSIER
2100 to 2100, 2100 to 2100, 2100 to 2100.

SECRETARY/SHORTHAND TYPIST
Experienced, for West End Estate Agency, pleasant office close Oxford Circus.

PUBLICITY MINDS AT £2,500!
Interesting and responsible position for a first class publicity officer in a leading London company.

SECRETARIAL ALANGATE LEGAL SECRETARIES
£1,400-£2,500
Conveyancing, Litigation, Court, Probate, Company and Commercial Law.

EXECUTIVE PERSONAL SECRETARY City Office
Please apply personally, English and good German essential.

P.A. WITH PERHAPS SOME GERMAN!
Senior Director of estate agents in the City of London seeks a highly motivated individual.

GIRL WITH LOADS OF PERSONALITY, enthusiasm and talent for dealing with the public.

MAJOR TV STATION needs an experienced PA Secretary to assist the running of the station.

MATURE SECRETARY to foreign firm in the City of London, excellent salary and benefits.

SHORTHAND TYPIST
Shorthand typist for a leading London company, excellent salary and benefits.

SPANISH SPEAKING SECRETARY
Spanish speaking secretary for a leading London company, excellent salary and benefits.

SECRETARIAL
Experience, Intelligence, Competence, Enthusiasm, Personality
Are all attributes which get GRADUATE GIRLS TEMPORARIES the better jobs

Think small!
£2,250 p.a. neg.
If you are the sort of girl who likes the atmosphere of a small expanding organisation, here is an opportunity to work for a young ambitious chairman.

RECEPTIONIST/TYPIST
International investment company requires attractive well spoken girl to join small team in elegant offices near Marble Arch.

PLAN YOUR FUTURE
Firm of Architects in W.12 requires a young woman to join the team as a secretary.

AUDIO SECRETARY
Required by Sales Director of a leading London company, excellent salary and benefits.

ARCHITECTS & DESIGNERS
Team Secretary required in a leading London company, excellent salary and benefits.

SHADES OF DESIGN TO £2,200!
Lively, ambitious young woman required for a leading London company, excellent salary and benefits.

LIKE RESPONSIBILITY AT £2,400?
American-owned company based in London seeks a highly motivated individual.

PERSONNEL SPOT IN TOP CO.
£2,000 plus benefits for a leading London company, excellent salary and benefits.

PA/SECRETARY (Shorthand)
£2,500 p.a. Flexible hours, excellent salary and benefits.

EMBAFFLED SWI. The High Commission in London seeks a highly motivated individual.

AUDIO OR SHORTHAND Secretary
£2,500 p.a. Flexible hours, excellent salary and benefits.

SECRETARY FOR MANAGING DIRECTOR
£2,500 p.a. Flexible hours, excellent salary and benefits.

ELIZABETHAN BUREAU for first class permanent positions. Mrs. Holland, 253 7th Ave., New York.

PA/SECRETARY £2,500+
Apply personally, English and good German essential.

If you have a good educational background, shorthand and typist experience. If you would like to be Secretary to the Editor of The Times Educational Supplement.

TRAINER MANAGERS/PERSONNEL £3,000 plus
Age 22-28, for permanent position. Excellent career prospects, offering basic salary of £1,800 whilst training.

Furness Withy Group
GRADUATE SECRETARY FOR PERSONNEL
This large and diverse industrial Group is setting up a new central personnel function in its headquarters in the City.

PA/SECRETARY £2,500+
Apply personally, English and good German essential.

SECRETARIAL

"MONDAYS AT M & J"

No solitary confinement in either of these two jobs, but a wonderful opportunity to be the only girl in the company.

11:50am Office for 5 charming... Director of a Financial Advisory Co. in the City. You'll be well educated, attractive and like the idea of working outside the office at well as running it. No shorthand. £3,500 to £2,500.

CALL SARA PHILLIPS on 588 0174

M & J PERSONNEL

M & J - The caring way

TEMPS

Legal Secretaries to £2,250. Regular, varied and interesting assignments in the London area. Weekly pay. Please telephone Simone Wheeler for an appointment on 275 5897

LONDON LEGAL BUREAU 945 Great St. Road, W.C1. SPECIALISTS TO THE LEGAL PROFESSION

MEDICAL SECRETARIES

Temporary or permanent wanted now all over London. Phone Tari Hubbert. ALFRED MARKS BUREAU 485 6717

£3,500/£4,000 P.A.

Brasserie. Our International... with French speech... to a department of their... of the secretarial staff. Age 18-25. Home No. 01-439

MODERN PERSONNEL

Secretarial jobs... £3,500 p.a. with a 5% increase

THIRD ABOUT MARKETING

15000 really knows what... about the product... and a money marketing... things with ease and... of £2,500 - £1 AGORN... £45,000

WEEK SECRETARY/PA

for a development manager... £1,500 p.a. with a 5% increase... £1,500 p.a. with a 5% increase

PROSPECTS UNL

to suit your own... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

OUT OF ROUTINE

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

CAN LAWYER IN CITY

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

CARYL BRANNS

requires... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

INV to the Dean of Studies

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

MALE SECRETARY

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PA

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PA

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PA

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PA

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SECRETARY/PA

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SECRETARY/PA

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SECRETARY/PA

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SECRETARY/PA

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SECRETARY/PA

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SECRETARY/PA

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PA

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARIAL

PERSONAL SECRETARY FOR HOUSE GOVERNOR OF BROMPTON HOSPITAL

which is a post-graduate teaching hospital specialising in heart and chest diseases. The work is demanding but interesting. Good secretarial skills and the ability to work on her own initiative are fundamental requirements. Single accommodation available. Salary on scale £1,761-£2,121 plus Threshold Allowance. (Pending increase in London Weighings). Further information from the Personnel Manager, Brompton Hospital, Fulham Road, London, SW3 6HP. Tel: 352 8121.

SOLID ROCK required

For small personal sales department... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

WELL KNOWN MAGAZINE

needs a... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

RESEARCH ASSISTANT SECRETARY

with an inquiring mind and an interest in... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PATHFINDERS 629 3132

THE COST OF LIVING IS RISING! WHY DON'T YOU?

£3,500 + L.V.A. Working as a Personal Secretary to a senior partner in a... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SOLICITORS' SECRETARIES

TWO SHORTHAND SECRETARIES for general practice. Salary around £2,000 per annum.

272 5241

BRITISH MEDICAL JOURNAL. Secretary required to assist in... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

A PATENTLY GOOD IDEA

for a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PUBLIC RELATIONS DIRECTOR

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

ARCHITECT

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

EUROPEAN MANAGEMENT

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

LEGAL SECRETARY

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

VARIETY IN LIVERPOOL ST.

This is a really super job... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PART-TIME SECRETARY

Experienced lady required for part-time secretarial duties... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PART-TIME PEOPLE

Secretaries and office people... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

COVENT GARDEN BUREAU

£3,500 + L.V.A. Working as a Personal Secretary to a senior partner in a... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

FASHION MOVES TO £2,200!

Super shop in fashion group... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PERSONNEL ADMIN. Ideal post

in W.I. organization for short-term... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

EXECUTIVE PA/SECRETARY

with a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

W.I. Advertising Agency needs

a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

LAW THE FOUNDATIONS

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SPANISH/ENGLISH Secretary

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

£2,500 PLUS. Are you a very

talented person... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY to Chairman of

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PUBLISHING - Part time

secretary... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

DELAVIA BUREAU offers you

the best secretarial... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

EXPERIENCED partner's Secretary

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

BEER OF THE REALM needs

Part-time Secretary... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

ADHOC ASSOCIATION

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

INSURANCE COMPANY

to a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

WEST END ART GALLERY

requires... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARIAL

P.A. SECRETARY For Interior Design Office

The successful applicant must have the ability to organise and take on the responsibility of running the design office. Typing ability essential. The right person will have the opportunity of transferring to our Marketing Division doing Sales Reception work on one of the LUXURY CRUISE SHIPS. Minimum salary £1,900 p.a. according to experience. Please phone or write for an appointment to: PETER HARRIS, PERSONNEL MANAGER, STEINER PRODUCTS LTD., 66 GROSVENOR ST., LONDON, W.1. Tel: 01-493 1144

NEWHAM RIGHTS CENTRE

WANTED: a lack of all trades in work in a law/health... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

BRIGHT, ADAPTABLE SECRETARY

in her early 20s required for Director of small P.R. firm... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY/PERSONAL ASSISTANT

FINANCIAL DIRECTOR of expanding group of companies... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

MONEY MAKER

the world's first... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

PRACTICE POSITION for senior

secretary to Managing Director... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

CAREER GIRL. Secretarial Division

finds intelligent women jobs... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

TEMPORARY SECRETARIES

for a personal office... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

OIL GOOD FOR Companies

if you're looking for... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

SECRETARY to Chairman of

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PUBLISHING - Part time

secretary... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

MOTOR CARS

CHIEFSTEAD OF KENSINGTON

NEW MOTORCARS - 450 BHP. Metallic black... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

JENSEN

Aug. 1973. New condition. All... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

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PUBLISHING - Part time

secretary... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

FLAT SHARING

CANTONERS-speaking ACA/profess

in new year in S.W. area... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

JENSEN

Aug. 1973. New condition. All... £2,500 p.a. with a 5% increase... £2,500 p.a. with a 5% increase

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TEMPORARY



To place an advertisement in any of these categories call 01-837 3311

- Appointments Vacant... 10
Business Vacancies... 10
Domestic Situations... 10
Legal Notices... 10
Property... 10
Situations Wanted... 10

See how replies should be addressed...
Qualifications for cancellations and...
PLEASE CHECK YOUR AD...

...the Lord your God is crucified...

BIRTHS

DE PIRO - On October 19th, to...
TEMPSEY - On October 19th, to...
DICKLE - On October 19th, to...
FREEMAN - On October 19th, to...
MOODY - On October 19th, to...
LEATHAM - On October 19th, to...
RAOCHAR - On October 19th, to...
BIRTHDAY
MARRIAGES
DEATHS

BIRTHDAY

NEIL McILLIAN, HAPPY 21st. Nick...

MARRIAGES

BARNHAM & SIEK, on October...

DEATHS

BOOMAN, WILLIAM NEILL, passed...

DEATHS

BRADLEY - On October 19th, to...

DEATHS

BULLSTROUD - On October 19th...

DEATHS

ACROSS
1. Night one, stealing this...

DOWN

1. Swift-wind sounds, to a...

PERSONAL COLUMNS

Notice to Classified Advertisers
Until further notice all Times classified...

For all telephoned instructions ring 01-837 3311

CHRISTMAS CARDS

HELP THE AGED Christmas Cards...

ANNOUNCEMENTS

WE WANT TED FOR No. 10

ANNOUNCEMENTS

BRITISH HEART FOUNDATION

ANNOUNCEMENTS

IN MEMORIAM

SANDYS - In loving memory of...

ANNOUNCEMENTS

FUNERAL ARRANGEMENTS

ANNOUNCEMENTS

INTERESTED IN CHILDREN?

ANNOUNCEMENTS

CHRISTMAS CARDS

ANNOUNCEMENTS

UNITED NATIONS CHILDREN'S FUND

ANNOUNCEMENTS

FOR THOSE WHO WOULD LIKE TO...

ANNOUNCEMENTS

LET'S CONQUER CANCER IN THE...

ANNOUNCEMENTS

FEELING THE GOLD already?

ANNOUNCEMENTS

GREY OR EUROPE? For winter...

ANNOUNCEMENTS

SAVE £200. ZURICH TOURS. Also...

ANNOUNCEMENTS

WINGING IN ALGARVE in unbeatable...

ANNOUNCEMENTS

GOLF. See the top professional...

ANNOUNCEMENTS

WINTER VILLA NOW £25,000. In...

ANNOUNCEMENTS

ALGARVE WARM VILLA holidays...

ANNOUNCEMENTS

ALGARVE AND TOURS offer...

ANNOUNCEMENTS

CHARITABLE APPEAL in letters...

ANNOUNCEMENTS

THE AU SECOURS!

PERSONAL COLUMNS

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CHRISTMAS CARDS

ANNOUNCEMENTS

UNITED NATIONS CHILDREN'S FUND

ANNOUNCEMENTS

FOR THOSE WHO WOULD LIKE TO...

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ANNOUNCEMENTS

FEELING THE GOLD already?

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GREY OR EUROPE? For winter...

ANNOUNCEMENTS

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HOLIDAYS AND VILLAS

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SKI SUPER TRAVEL

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TICKETS TO MOST DESTINATIONS

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SUNNY CRETE

HOLIDAYS AND VILLAS

ROCK BOTTOM PRICES

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CLOVER LEAF CARS FOR ABSOLUTELY FREE

HOLIDAYS AND VILLAS

WHAT IS THE CAPITAL OF...

HOLIDAYS AND VILLAS

CURTAINS FOR YOU...

HOLIDAYS AND VILLAS

TABLE TENNIS TABLES...

HOLIDAYS AND VILLAS

DRIVEN PLEASANT SHOOTING...

HOLIDAYS AND VILLAS

TIES & SACKS manufactured...

HOLIDAYS AND VILLAS

FOR SALE AND WANTED

HOLIDAYS AND VILLAS

MR. DAVID FAYS top cash price...

HOLIDAYS AND VILLAS

THE TIMES

HOLIDAYS AND VILLAS

MOROCCAN HOLIDAYS FROM £42

HOLIDAYS AND VILLAS

EGYPTIAN HOLIDAYS FROM £135

HOLIDAYS AND VILLAS

ALGERIAN HOLIDAYS FROM £89

HOLIDAYS AND VILLAS

TUNISIAN HOLIDAYS FROM £49

HOLIDAYS AND VILLAS

By London Express Services Ltd

HOLIDAYS AND VILLAS

Winter Warmth in Greece

HOLIDAYS AND VILLAS

LEAVE BRITAIN BEHIND!

HOLIDAYS AND VILLAS

JOHN MORGAN TRAVEL

HOLIDAYS AND VILLAS

RESISTA CARPETS LTD

HOLIDAYS AND VILLAS

ANIMALS AND BIRDS

HOLIDAYS AND VILLAS

POINTIER BIRDS puppy for sale...

HOLIDAYS AND VILLAS

POISSON DE SPAINIERS

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FASHION AND BEAUTY

HOLIDAYS AND VILLAS

LAOIS COATS made to measure...

HOLIDAYS AND VILLAS

DINING OUT

HOLIDAYS AND VILLAS

THE COURT RESTAURANT, EXCO...

HOLIDAYS AND VILLAS

SKI AT VERBERG, Organized Chair...

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YACHTS AND BOATS

HOLIDAYS AND VILLAS

EXCHANGE cottages requiring rent...

HOLIDAYS AND VILLAS

FLETCHER 1180 with 1974 600...

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SPORT AND RECREATION

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Large vertical advertisement on the right edge of the page, partially cut off, containing various text and graphics.